



## **CERTIFICATE OF NEED APPLICATION**

### **Kingsland Walk Senior Living**

new 70-Bed Assisted Living Facility

**Project #5489 RS**

submitted to

Missouri Health Facilities Review Committee



# Certificate of Need Program

## NEW OR ADDITIONAL LONG TERM CARE BED APPLICATION\*

### Applicant's Completeness Checklist and Table of Contents

Project Name: Kingsland Walk Senior Living Project No: 5489 RS

Project Description: new 70-bed assisted living facility

Done Page N/A Description

#### Divider I. Application Summary:

- ☒ 6 ☐ 1. Applicant Identification and Certification (Form MO 580-1861).
- ☒ 7-9 ☐ 2. Representative Registration (Form MO 580-1869).
- ☒ 10-17 ☐ 3. Proposed Project Budget (Form MO 580-1863) and detail sheet with documentation of costs.

#### Divider II. Proposal Description:

- ☒ 23-26 ☐ 1. Provide a complete detailed project description.
- ☒ 27 ☐ 2. Provide a timeline of events for the project, from the issuance of the CON through project completion.
- ☒ 28 ☐ 3. Provide a legible city or county map showing the exact location of the proposed facility.
- ☒ 29 ☐ 4. Provide a site plan for proposed project.
- ☒ 30 ☐ 5. Provide preliminary schematic drawings for the proposed project.
- ☒ 31 ☐ 6. Provide evidence that architectural plans have been submitted to the Department of Health and Senior Services.
- ☒ 19 ☐ 7. Provide the proposed gross square footage.
- ☒ 32-35 ☐ 8. Document ownership of the project site, or provide an option to purchase.
- ☒ 36-37 ☐ 9. Define the community to be served.
- ☒ 38-39 ☐ 10. Provide 2020 population projections for the 15-mile radius service area.
- ☒ 20 ☐ 11. Identify specific community problems or unmet needs the proposal would address.
- ☒ 20 ☐ 12. Provide historical utilization for each of the past three (3) years and utilization projections through the first three (3) full years of operation of the new LTC beds.
- ☒ 21 ☐ 13. Provide the methods and assumptions used to project utilization.
- ☒ 21 ☐ 14. Document that consumer needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input.
- ☒ 40-44 ☐ 15. Provide copies of any petitions, letters of support or opposition received.

#### Divider III. Service Specific Criteria and Standards:

- ☐ -- ☒ 1. For ICF/SNF beds, address the population-based bed need methodology of fifty-three (53) beds per one thousand (1,000) population age sixty-five (65) and older.
- ☒ 46 ☐ 2. For RCF/ALF beds, address the population-based bed need methodology of twenty-five (25) beds per one thousand (1,000) population age sixty-five (65) and older.
- ☐ -- ☒ 3. For LTCH beds, address the population-based bed need methodology of one-tenth (0.1) bed per one thousand (1,000) population.
- ☒ 52-54 ☐ 4. Document any alternate need methodology used to determine the need for additional beds such as Alzheimer's, mental health or other specialty beds.
- ☐ -- ☒ 5. For any proposed facility which is designed and operated exclusively for person with acquired human immunodeficiency syndrome (AIDS) provide information to justify the need for the type of beds being proposed.
- ☐ -- ☒ 6. If the project is to add beds to an existing facility, has the facility received a Notice of Noncompliance within the last 18 months as a result of a survey, inspection or complaint investigation? If the answer is yes, explain.

#### Divider IV. Financial Feasibility Review Criteria and Standards:

- ☒ 56 ☐ 1. Document that the proposed costs per square foot are reasonable when compared to the latest "RS Means Construction Cost data".
- ☒ 60-61 ☐ 2. Document that sufficient financing is available by providing a letter from a financial institution or an auditors statement indicating that sufficient funds are available.
- ☒ 62 ☐ 3. Provide Service-Specific Revenues and Expenses (Form MO 580-1865) for the latest three (3) years, and projected through three (3) full years beyond project completion.
- ☒ 57 ☐ 4. Document how patient charges are derived.
- ☒ 57 ☐ 5. Document responsiveness to the needs of the medically indigent.
- ☐ -- ☒ 6. For a proposed new skilled nursing or intermediate care facility, what percent of your admissions would be Medicaid eligible on the first day of admission or become Medicaid eligible within 90 days of admission?
- ☐ -- ☒ 7. For an existing skilled nursing or intermediate care facility proposing to add beds, what percent of your admissions is Medicaid eligible on the first day of admission or becomes Medicaid eligible within 90 days of admission?

*\*Use for RCF/ALF, ICF/SNF and LTCH beds*

## **DIVIDER I: Application Summary**

**Application Summary shall include the completed forms in the following order:**

**1. Applicant Identification and Certification (Form MO 580-1861)**

*(see **Attachment 2**, preceded by amended Letter of Intent, see **Attachment 1**)*

**2. Representative Registration (Form MO 580-1869)**

*(see **Attachments 3a thru 3c**)*

**3. Proposed Project Budget (Form MO 580-1863) and detail sheet**

*(see **Attachments 4a thru 4h**)*

## **DIVIDER I: Attachments**

**LETTER OF INTENT**

<b>1. Project Information</b> <small>(Attach additional pages as necessary to identify multiple project sites.)</small>		
Title of Proposed Project Kingsland Walk Senior Living new 70-bed assisted living facility		County St. Louis
Project Address (Street/City/State/Zip Code or Flat map if no address) 868 Kingsland Ave, University City, MO 63130		
<b>2. Applicant Identification</b> <small>(Attach additional pages as necessary to list all owners and operators.)</small>		
<b>List All Owner(s):</b> <small>(List corporate entity.)</small>	Address (Street/City/State/Zip Code)	Telephone Number
Kingsland Walk RE, LLC	2222 S. Central Suite 110, Clayton, MO 63105	314-913-9153
<b>List All Operator(s):</b> <small>(List entity to be licensed or certified.)</small>	Address (Street/City/State/Zip Code)	Telephone Number
Kingsland Walk Senior Living, LLC	2222 S. Central Suite 110, Clayton, MO 63105	314-913-9153
<b>3. Type of Review</b>	<b>4. Project Description</b> <small>(Information should be brief but sufficient to understand scope of project.)</small>	
<b>Full Review:</b> <input type="checkbox"/> New Hospital <input checked="" type="checkbox"/> New/Add LTC Beds* <input type="checkbox"/> New/Add LTCH Beds/ Eqpt. <input type="checkbox"/> New/ <input type="checkbox"/> Additional Equipment <input type="checkbox"/> Replacement Equipment not previously approved <b>Expedited Review:</b> <input type="checkbox"/> 6-mile RCF/ALF Replacement <input type="checkbox"/> 15-mile LTC Replacement <input type="checkbox"/> 30-mile LTC Replacement <input type="checkbox"/> LTC Bed Expansion <input type="checkbox"/> LTC Renov./Modernization <input type="checkbox"/> Equipment Replacement previously approved <b>Non-Applicability Review:</b> <input type="checkbox"/> (See 7. Applicability next page)	<p><small>Include the number of long-term care beds to be added or replaced, square footage of new construction and/or renovation, services affected, and major medical equipment to be acquired or replaced. If requesting a non-applicability letter, also complete the next page of this form.</small></p> <p>Proposal to construct a 70-bed assisted living facility (ALF) in University City. This structure will include a total of 58,514 square foot.</p> <p>There is a surplus of 506 RCF/ALF beds in the 15-mile radius surrounding this location (see attached documentation).</p> <p>There is a Special Exception in this area as shown by the 166 unmet RCF/ALF bed need in the 3-mile market radius (see attached need map). This is substantially supported by a professional market study for this area.</p> <p><small>*If new or additional long-term care beds, provide the average occupancy of all licensed and available beds in the appropriate category within the fifteen-mile radius, check one of the following, and attach applicable documentation or explanation.  <input type="checkbox"/> Bed need standard is met. (Attach documentation.) -OR- <input checked="" type="checkbox"/> Special exceptions apply. (Attach explanation.)</small></p>	
<b>Key:</b> LTC = Long-Term Care; LTCH = Long-Term Care Hospital; RCF/ALF = Residential Care Facility/Assisted Living Facility		
<b>5. Estimated Project Cost:</b> \$ 14,633,599		
<b>6. Authorized Contact Person Identification</b> <small>(List only one person, regardless of number of owners/operators.)</small>		
Name of Contact Person Thomas R. Piper		Title CEO, MacQuest Consulting, LLC
Contact Person Address (Company/Street/City/State/Zip Code) 1003 Boonville Road, Jefferson City, MO 65109		
Telephone Number 573-230-5350	Fax Number n/a	E-mail Address macquest@mac.com
Signature of Contact Person 		Date of Signature 05/30/17



**APPLICANT IDENTIFICATION AND CERTIFICATION**

The information provided must match the **Letter of Intent** for this project, without exception.

**1. Project Location** (Attach additional pages as necessary to identify multiple project sites.)

Title of Proposed Project Kingsland Walk Senior Living new 70-bed assisted living facility	Project Number 5489 RS
Project Address (Street/City/State/Zip Code) 868 Kingsland Ave, University City, MO 63130	County St. Louis

**2. Applicant Identification** (Information must agree with previously submitted Letter of Intent.)

List All Owner(s): (List corporate entity.)	Address (Street/City/State/Zip Code)	Telephone Number
Kingsland Walk RE, LLC	2222 S. Central Suite 110, Clayton, MO 63105	314-913-9153

List All Operator(s): (List entity to be licensed or certified.)	Address (Street/City/State/Zip Code)	Telephone Number
Kingsland Walk Senior Living, LLC	2222 S. Central Suite 110, Clayton, MO 63105	314-913-9153

**3. Ownership** (Check applicable category.)

- |  |                                      |                                 |  |
|--|--------------------------------------|---------------------------------|--|
| <input type="checkbox"/> Nonprofit Corporation | <input type="checkbox"/> Individual  | <input type="checkbox"/> City   | <input type="checkbox"/> District  |
| <input type="checkbox"/> Partnership           | <input type="checkbox"/> Corporation | <input type="checkbox"/> County | <input checked="" type="checkbox"/> Other <u>limited liability corporation</u> |

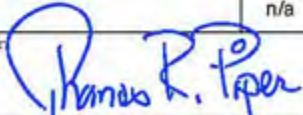
**4. Certification**

In submitting this project application, the applicant understands that:

- (A) The review will be made as to the community need for the proposed beds or equipment in this application;
- (B) In determining community need, the Missouri Health Facilities Review Committee (Committee) will consider all similar beds or equipment within the service area;
- (C) The issuance of a Certificate of Need (CON) by the Committee depends on conformance with its Rules and CON statute;
- (D) A CON shall be subject to forfeiture for failure to incur an expenditure on any approved project six (6) months after the date of issuance, unless obligated or extended by the Committee for an additional six (6) months;
- (E) Notification will be provided to the CON Program staff if and when the project is abandoned; and
- (F) A CON, if issued, may not be transferred, relocated, or modified except with the consent of the Committee.

We certify the information and date in this application as accurate to the best of our knowledge and belief by our representative's signature below:

**5. Authorized Contact Person** (Attach a Contact Person Correction Form if different from the Letter of Intent.)

Name of Contact Person Thomas R. Piper	Title CEO, MacQuest Consulting, LLC
Telephone Number 573-230-5350	Fax Number n/a
Signature of Contact Person 	E-mail Address macquest@mac.com
	Date of Signature June 7, 2017

**REPRESENTATIVE REGISTRATION***(A registration form must be completed for each project represented)*

Project Name Kingsland Walk Senior Living - establish a new 70-bed ALF/MC	Number <b>5489 RS</b>
--	--------------------------

*(Please type or print legibly)*

Name of Representative Thomas R. Piper	Title CEO
---	--------------

Firm/ Corporation/ Association of Representative (may be different from below, e.g., law firm, consultant, other) MacQuest Consulting, LLC	Telephone Number 573-230-5350
---	----------------------------------

Address (Street/ City/ State/ Zip Code) 1003 Boonville Road Jefferson City, MO 65109
--

Who's interests are being represented?  
*(If more than one, submit a separate Representative Registration Form for each.)*

Name of Individual/ Agency/ Corporation/ Organization being Represented Kingsland Walk Senior Living	Telephone Number 314-913-9153
---	----------------------------------

Address (Street/ City/ State/ Zip Code) 868 Kingsland Ave, University City, MO 63130
---

Check one. Do you:

- ☒ Support  
☐ Oppose  
☐ Neutral

Relationship to Project:

- ☐ None  
☐ Employee  
☐ Legal Counsel  
☒ Consultant  
☐ Lobbyist  
☐ Other (explain):

Other information:

I attest that to the best of my belief and knowledge the testimony and information presented by me is truthful, represents factual information, and is in compliance with §197.326.1 RSMo which says: Any person who is paid either as part of his normal employment or as a lobbyist to support or oppose any project before the health facilities review committee shall register as a lobbyist pursuant to chapter 105 RSMo, and shall also register with the staff of the health facilities review committee for every project in which such person has an interest and indicate whether such person supports or opposes the named project. The registration shall also include the names and addresses of any person, firm, corporation or association that the person registering represents in relation to the named project. Any person violating the provisions of this subsection shall be subject to the penalties specified in §105.478, RSMo.

Original Signature 	Date March 30, 2017
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## Certificate of Need Program

Attachment 3b

**REPRESENTATIVE REGISTRATION***(A registration form must be completed for each project represented)*

Project Name Kingsland Walk Senior Living - establish a new 70-bed ALF/MC		Number <b>5489 RS</b>																		
<i>(Please type or print legibly)</i>																				
Name of Representative Jeff Mugg	Title development consultant																			
Firm/ Corporation/ Association of Representative (may be different from below, e.g., law firm, consultant, other) Kingsland Walk Partnership	Telephone Number 314-863-1313																			
Address (Street/ City/ State/ Zip Code) 6014 Delmar Blvd St. Louis, MO 63112																				
Who's interests are being represented? <i>(If more than one, submit a separate Representative Registration Form for each.)</i>																				
Name of Individual/ Agency/ Corporation/ Organization being Represented Kingsland Walk Senior Living		Telephone Number 314-863-1313																		
Address (Street/ City/ State/ Zip Code) 868 Kingsland Ave, University City, MO 63130																				
<table border="0"><tr><td>Check one. Do you:</td><td>Relationship to Project:</td></tr><tr><td><input checked="" type="checkbox"/> Support</td><td><input type="checkbox"/> None</td></tr><tr><td><input type="checkbox"/> Oppose</td><td><input type="checkbox"/> Employee</td></tr><tr><td><input type="checkbox"/> Neutral</td><td><input type="checkbox"/> Legal Counsel</td></tr><tr><td></td><td><input checked="" type="checkbox"/> Consultant</td></tr><tr><td></td><td><input type="checkbox"/> Lobbyist</td></tr><tr><td></td><td><input type="checkbox"/> Other (explain):</td></tr><tr><td colspan="2">Other information:</td></tr><tr><td colspan="2"><hr/><hr/></td></tr></table>			Check one. Do you:	Relationship to Project:	<input checked="" type="checkbox"/> Support	<input type="checkbox"/> None	<input type="checkbox"/> Oppose	<input type="checkbox"/> Employee	<input type="checkbox"/> Neutral	<input type="checkbox"/> Legal Counsel		<input checked="" type="checkbox"/> Consultant		<input type="checkbox"/> Lobbyist		<input type="checkbox"/> Other (explain):	Other information:		<hr/> <hr/>	
Check one. Do you:	Relationship to Project:																			
<input checked="" type="checkbox"/> Support	<input type="checkbox"/> None																			
<input type="checkbox"/> Oppose	<input type="checkbox"/> Employee																			
<input type="checkbox"/> Neutral	<input type="checkbox"/> Legal Counsel																			
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Other information:																				
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<p>I attest that to the best of my belief and knowledge the testimony and information presented by me is truthful, represents factual information, and is in compliance with §197.326.1 RSMo which says: Any person who is paid either as part of his normal employment or as a lobbyist to support or oppose any project before the health facilities review committee shall register as a lobbyist pursuant to chapter 105 RSMo, and shall also register with the staff of the health facilities review committee for every project in which such person has an interest and indicate whether such person supports or opposes the named project. The registration shall also include the names and addresses of any person, firm, corporation or association that the person registering represents in relation to the named project. Any person violating the provisions of this subsection shall be subject to the penalties specified in §105.478, RSMo.</p>																				
Original Signature 		Date June 1, 2017																		



**REPRESENTATIVE REGISTRATION***(A registration form must be completed for each project represented)*

Project Name <b>Kingsland Walk Senior Living - establish a new 70-bed ALF/MC</b>		Number <b>5489 RS</b>																		
<i>(Please type or print legibly)</i>																				
Name of Representative <b>Stephanie R Harris</b>		Title <b>CEO</b>																		
Firm/ Corporation/ Association of Representative (may be different from below, e.g., law firm, consultant, other) <b>Arrow Senior Living Kingsland, LLC</b>		Telephone Number <b>636-724-1766</b>																		
Address (Street/ City/ State/ Zip Code) <b>3333-9 Rue Royale, Saint Charles, MO 63301</b>																				
Who's interests are being represented? <i>(If more than one, submit a separate Representative Registration Form for each.)</i>																				
Name of Individual/ Agency/ Corporation/ Organization being Represented <b>Kingsland Walk Senior Living</b>		Telephone Number <b>314-913-9153</b>																		
Address (Street/ City/ State/ Zip Code) <b>868 Kingsland Ave, University City, MO 63130</b>																				
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Original Signature 		Date <b>June 1, 2017</b>																		

**PROPOSED PROJECT BUDGET****Description****Dollars****COSTS:\***

(Fill in every line, even if the amount is "\$0".)

1. New Construction Costs ***	\$8,500,000
2. Renovation Costs ***	\$0
<b>3. Subtotal Construction Costs (#1 plus #2)</b>	<b>\$8,500,000</b>
4. Architectural/Engineering Fees	\$404,374
5. Other Equipment (not in construction contract)	\$525,000
6. Major Medical Equipment	\$0
7. Land Acquisition Costs ***	\$1,800,000
8. Consultants' Fees/Legal Fees ***	\$535,000
9. Interest During Construction (net of interest earned) ***	\$380,223
10. Other Costs ***	\$2,489,002
<b>11. Subtotal Non-Construction Costs (sum of #4 through #10)</b>	<b>\$6,133,599</b>
<b>12. Total Project Development Costs (#3 plus #11)</b>	<b>\$14,633,599 **</b>

**FINANCING:**

13. Unrestricted Funds	\$3,226,899
14. Bonds	\$0
15. Loans	\$11,406,700
16. Other Methods (specify)	\$0
<b>17. Total Project Financing (sum of #13 through #16)</b>	<b>\$14,633,599 **</b>

18. New Construction Total Square Footage	58,624
19. New Construction Costs Per Square Foot *****	\$ 144.99
20. Renovated Space Total Square Footage	0
21. Renovated Space Costs Per Square Foot *****	\$0

\* Attach additional page(s) detailing how each line item was determined, including all methods and assumptions used. Provide documentation of all major costs.

\*\* These amounts should be the same.

\*\*\* Capitalizable items to be recognized as capital expenditures after project completion.

\*\*\*\* Include as Other Costs the following: other costs of financing; the value of existing lands, buildings and equipment not previously used for health care services, such as a renovated house converted to residential care, determined by original cost, fair market value, or appraised value; or the fair market value of any leased equipment or building, or the cost of beds to be purchased.

\*\*\*\*\* Divide new construction costs by total new construction square footage.

\*\*\*\*\* Divide renovation costs by total renovation square footage.

## Proposed Project Budget Detail Sheet

### 1. New Construction Costs

\$8,500,000 represents the memory care and assisted living cost of new construction with the attached project estimates prepared by RAINERI Construction and St. Louis Design Alliance (see *Attachments 4c-g*).

### 2. Renovation Costs

*(not applicable)*

### 4. Architectural/Engineering Fees

\$404,374 represents the cost of architectural fees allocated to new construction as provided by Design Alliance architects (see *Attachment 4h*)

### 5. Other Equipment (not in construction contract)

\$525,000 was allocated for furniture, laundry, dining and common areas.

### 6. Major Medical Equipment

*(not applicable)*

### 7. Land Acquisition Costs

\$1,800,000 is the allocated portion of the cost of the land acquired for this structure (see *Attachment 7b*).

### 8. Consultant's Fees/Legal Fees

\$535,000 for entity organization, contracts, real estate purchase, development fee, construction management, and accounting setup.

### 9. Interest During Construction

\$380,223 has been allocated for construction interest.

### 10. Other Costs

\$2,489,002 has been estimated for surveys, permits, loan commitment fee, appraisal, title insurance, marketing, promotional material and advertising.



1300 Hampton Ave, Suite 200  
St. Louis MO 63139

tel. 314.667.5913  
fax. 314.667.5638

info@rainericonstruction.com  
rainericonstruction.com



**RAINERI**  
CONSTRUCTION

**Submitted to:** St. Louis Design Alliance  
6014 Delmar Blvd  
St. Louis MO 63112

**Project:** 3061 - Kingsland Walk  
6014 Delmar Blvd  
St. Louis MO 63112

## Proposal

Cost

Description

**Job Number:** 3061 **Job Name:** Kingsland Walk  
Proposal date: 05/30/2017  
Plans: May 19, 2017 Preliminary Plans  
Plan date: May 19, 2017

### Bid Item: 1000 General Requirements

Building Permit - Fee - University City	38,000.00
Apply, procure and pay for the building permit with the city of University City, Missouri.	
Please note that any fees for planning, zoning, occupancy permits and/or business license is not included.	
Fire Permit - Fee	22,000.00
Apply, procure and pay for the fire safety construction permit with the Fire Department of Clayton, Missouri	
Jobsite Supervision	114,400.00
Provide owner/contractor communication, jobsite management, material procurement and material handling during construction	
General Labor	83,200.00
Provide general labor throughout the construction process to keep the site clean and free of construction debris. Provide labor to	

### NOTICE TO OWNER

FAILURE OF THIS CONTRACTOR TO PAY THOSE PERSONS SUPPLYING MATERIAL OR SERVICES TO COMPLETE THIS CONTRACT CAN RESULT IN THE FILING OF A MECHANIC'S LIEN ON THE PROPERTY WHICH IS THE SUBJECT OF THIS CONTRACT PURSUANT TO CHAPTER 429, RSMO. TO AVOID THIS RESULT YOU MAY ASK THIS CONTRACTOR FOR "LIEN WAIVERS" FROM ALL PERSONS SUPPLYING MATERIAL OR SERVICES FOR THE WORK DESCRIBED IN THE CONTRACT. FAILURE TO SECURE LIEN WAIVERS MAY RESULT IN YOUR PAYING FOR LABOR AND MATERIAL TWICE.

Proposal  
Continued...

Description	Cost
distribute materials throughout the site.	
Jobsite final cleanup	20,000.00
Provide final cleanup of jobsite and removal of all construction materials upon completion of work	
Project Management	112,500.00
Provide planning, organizing, motivating and controlling resources, procedures and protocols during construction. Execute project cost control duties ensuring feasibility in the forecast of margins and execution until end of work, and in the event of deviation, detect them in time so as to propose and follow up with the necessary measures that may mitigate their economic impact.	
Layout	15,000.00
Provide layout	
Testing	35,000.00
Provide soil testing during excavation for foundation installation	
Temporary Electric - Equipment	2,000.00
Provide temporary electric equipment including pole, meter, panel and receptacle	
Temporary Electric - Monthly Cost	4,800.00
Provide and pay for temporary electric costs during construction	
Temporary Toilet	4,200.00
Provide delivery and return of temporary jobsite toilet facilities. Provide 1 time weekly cleaning service of temporary jobsite toilet facilities	
Temporary Heat - Equipment	800.00
Provide temporary heat equipment	
Temporary Heat - Utilities	2,000.00
Provide and pay for temporary heat costs during construction	
Temporary water	500.00
Provide and pay for temporary water costs during construction	
Jobsite Security Fencing	9,000.00
Provide materials for security of the building and materials during construction	
Performance and Payment Bond	132,000.00
Performance and Payment Bond costs	
Liability Insurance	88,000.00
Builder's Risk Insurance costs	
Crane Rental	98,000.00
Crane rental costs	

Proposal  
Continued...

Description		Cost
Dumpster	Delivery, rental and disposal of a construction waste container for construction debris	15,000.00
Storage Container	Delivery, rental and pickup of a construction storage container for construction storage	4,200.00
Job Trailer	Delivery, rental and pickup of a construction office trailer	4,800.00
<b>Bid Item Totals:</b>		<b>805,400.00</b>
<b>Bid Item: 2000 Sitework</b>		
Existing Building Removal		100,000.00
Excavating and Clearing		55,000.00
Utilities		75,000.00
Asphalt Paving		66,000.00
Site Concrete		30,000.00
<b>Bid Item Totals:</b>		<b>326,000.00</b>
<b>Bid Item: 3000 Concrete</b>		
Concrete Foundations		325,000.00
Building Slab		125,704.00
<b>Bid Item Totals:</b>		<b>450,704.00</b>
<b>Bid Item: 4000 Masonry</b>		
Masonry		386,000.00
<b>Bid Item Totals:</b>		<b>386,000.00</b>
<b>Bid Item: 5000 Metals</b>		
Structural Steel		200,000.00
<b>Bid Item Totals:</b>		<b>200,000.00</b>
<b>Bid Item: 6000 Wood and Plastics</b>		
Lumber		585,140.00
Rough Carpentry		643,654.00
Crane Rental		140,000.00
Interior Trim		146,285.00



Proposal  
Continued...

Description		Cost
	Finish Carpentry	175,542.00
	Exterior Trim	84,000.00
	Siding	354,000.00
<b>Bid Item:</b>	<b>7000 Thermal and Moisture Protection</b>	<b>2,128,621.00</b>
	Insulation	96,000.00
	Roofing	56,566.80
	Sheet Metal	31,000.00
	Caulking	25,000.00
<b>Bid Item Totals:</b>		<b>208,566.80</b>
<b>Bid Item:</b>	<b>8000 Doors and Windows</b>	
	Hollow Metal Frames, Doors & Hardware	22,500.00
	Interior Doors	52,500.00
	Hardware	15,000.00
	Windows	42,750.00
	Aluminum Storefront	35,000.00
<b>Bid Item Totals:</b>		<b>167,750.00</b>
<b>Bid Item:</b>	<b>9000 Finishes</b>	
	Drywall	342,306.90
	Acoustical Ceiling	27,500.00
	Flooring	413,000.00
	Painting	226,000.00
<b>Bid Item Totals:</b>		<b>1,008,806.90</b>
<b>Bid Item:</b>	<b>10000 Specialties</b>	
	Toilet Accessories	37,500.00
	Shower Units	54,400.00
	Closet Specialties	10,200.00
	Fire Extinguisher	3,600.00
	Mailboxes	500.00

Proposal  
Continued...

Description		Cost
Bid Item: 11000 Equipment		
Appliances		106,200.00
	Bid Item Totals:	68,000.00
Bid Item: 12000 Furnishings		68,000.00
Window Treatments		18,000.00
Cabinets & Countertops		175,000.00
	Bid Item Totals:	193,000.00
Bid Item: 14000 Conveying Systems		
Elevators		250,000.00
	Bid Item Totals:	250,000.00
Bid Item: 15000 Mechanical		
HVAC		521,000.00
Plumbing		441,000.00
Fire Protection		235,000.00
	Bid Item Totals:	1,197,000.00
Bid Item: 16000 Electrical		
Electrical		589,000.00
	Bid Item Totals:	589,000.00
Overhead		323,401.95
Profit		336,338.04
	Grand Totals:	8,744,788.68



6014 Delmar Blvd  
Saint Louis, MO 63112  
314.863.1313 p  
314-863-1393 f.  
[www.stlda.com](http://www.stlda.com)

June 22, 2017

To Whom it May Concern,

Our firm, St Louis Design Alliance, has been commissioned by Kingsland Walk Senior Living to provide A/E services for a 68 unit (70 bed) assisted living/memory care project to be located on a site in University City, MO. An standard AIA agreement was drafted and has been fully executed. The contract amount is \$404,374.00.

Sincerely,

Todd Watt, AIA



## **DIVIDER II: Proposal Description**

## **DIVIDER II: Proposal Description**

**Proposal description shall include documents which:**

**1. Provide a complete detailed project description.**

Proposal to construct a 70-bed Assisted Living Facility (ALF) by constructing a new single-story structure of 58,624 square foot.

This site will serve North St. Louis which has no comprable facilities and none are likely in the near future.

A comprehensive description of the full array of services intended to be provided at this new facility is separately provided (see *Attachments 5a-d*).

**2. Provide a timeline of events for the project, from the issuance of the CON through project completion.**

(see *Attachment 5e*)

**3. Provide a legible city or county map showing the exact location of the proposed facility.**

(see *Attachment 5f*)

**4. Provide site plan for the proposed project.**

(see *Attachment 5g* <site plan>)

**5. Provide preliminary schematic drawings for the proposed project.**

(see *Attachment 5h* <facility schematic>)

**6. Provide evidence that architectural plans have been submitted to the DHSS.**

(see *Attachment 6*)

**7. Provide the proposed gross square footage.**

The proposed square footage of the new facility will be 58,624 square feet.

**8. Document ownership of the project site, or provide an option to purchase.**

Attached please find a copy of the Real Estate Contract which documents the purchase of real estate by Kingsland Walk RE, LLC (see *Attachments 7a-q*).

**9. Define the community to be served.**

The community to be served is primarily defined by CON standards as the people aged 65 and over who reside within the 15-mile radius (see *Attachment 10d*) from this location, but the primary focus of this facility is people aged 65 and over in a 3-mile radius (see *Attachment 10e*) requiring affordable, market rate assisted living.

**10. Provide 2020 population projections for the 15-mile radius service area.**

The applicant has adjusted the population data based on the applicable Rules process using the 2020 projections acquired from the Department of Health and Senior Services. The following tables and maps illustrate this information (see *Attachments 8a <DHSS 15-mile zip code and cities maps>*, *8b <DHSS 15-mile zip code populations>*, and *8c <2020 Population Projections & Bed Need>*).

**11. Identify specific community problems or unmet needs the proposal would address.**

When the community need methodology of 25 beds per one thousand population 65+ is applied to the 218,026 population of 65+ in the 15-mile radius, it results in a total RCF/ALF need of 5,450 beds. There are 4,689 licensed and 1,267 approved RCF/ALF beds in the same radius according to the CON published inventory. Thus, there is a statistical surplus of 506 RCF/ALF beds in this area, but there is a special exception.

**12. Provide historical utilization for each of the past three (3) years and utilization projections through the first three (3) full years of operation of the new LTC beds.**

Since this is the projected utilization for the first three full years of operation:

<u>Year</u>	<u>Patient Days</u>
2020	21,900
2021	25,185
2022	25,550

**13. Provide the methods and assumptions used to project utilization.**

Utilization projections are based on experience of the Applicant in other assisted living facilities in Missouri and localized to this area.

**14. Document that consumers needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input.**

Consumer needs in the community will be met by this 70-bed assisted living facility addition because the care model will focus on the basic care needs of the residents. These services are currently of very limited availability in the area. All of the surrounding services cater to higher income seniors and are unaffordable to the target market. Physicians and other health care professionals were interviewed that highlighted this special need for affordable services and memory care.

Interested persons were also notified of this application via newspaper Public Notice in the June 16, 2017, edition of the St. Louis Post-Dispatch (see *Attachment 11e*).

**15. Provide copies of any petitions, letters of support or opposition received.**

The following letters of support (see *Attachments 9a-e*):

- Senator Maria Chappelle-Nadal, 14th District
- Representative Joe Adams, District 86
- David B. Carr, MD, School of Medicine, Washington University in St. Louis
- Thomas M. De Fer, MD, FACP, Professor of Medicine, Washington Univ in StL
- Ann Laiben, CEO, Premiere Home Health



## **DIVIDER II: Attachments**

## **Delmar Properties, RE Development, and ND Consulting Group's Assisted Living and Memory Care Senior Living Community**

### **Quick Facts:**

- Kingsland Walk Senior Living, LLC
- Location: University City, MO
- 65 units of Assisted Living and Memory Care (requires Certificate of Need application; letter of intent has been submitted to the Missouri Health Facilities Review Committee)
  - 46 AL Assisted Living special care with private apartments with four second person accommodations for couples
    - 18 Studio approximately 380 sf
    - 10 Studio Deluxe approximately 418 and 457 sf
    - 18 One-Bedroom approximately 600 sf
    - 4 second person beds
  - 19 Memory Care private rooms with private bathrooms
    - 18 Private Studio approximately 365 sf
    - 1 Special Care Studio, approximately 474 sf
- Scheduled to open in Fall 2018
- Developed by: Delmar Properties, RE Development, and ND Consulting Group
- Managed by: Arrow Senior Living Kingsland, LLC of St. Charles, Missouri
- Architect: Saint Louis Design Alliance
- General Contractor: TBD

### **Project Narrative:**

An aging baby boomer population means an ever-increasing need for senior living communities in both suburban and urban areas. Senior citizens are looking for modern, innovative and affordable communities in which to settle that can meet not only physical needs, but acknowledge social and emotional ones as well. These communities should also provide a sense of purpose and encourage ties to the greater community. The property will address the concerns and desires of the modern senior citizen while offering affordable options.

A moderately priced project is planned. It will offer upgraded amenities that are standard in new developments, as well as a means for aging in place. This new development will be the first affordable, modern senior living campus of its kind in the Delmar Loop area. It is believed that the community is poised to serve the immediate need of seniors and aging parents of University City, as well as the long-term demands of the new baby boomer consumer.

**Affordability:**

Within a three-mile radius of the primary market area, per capita income is \$30,487 per month. The market has a mix of high-income and low-income households, yet the rents average \$5,235 per month. This project will average \$4,503 per month for all levels of care with rents starting at \$2,500.

This project can sustain its affordability through its unique use of technology and efficient cooperative organization of staff. An onsite home health and therapy company, Premiere Home Health, will partner to maximize use of Medicare coverage.

**Assisted Living and Special Care:**

Assisted Living will offer affordably priced, private apartments for seniors requiring hands-on personal care services. Services will meet the needs of both more independent and physically frail seniors and will provide a higher level of care for those unable to make a pathway to safety.

Each floor of the community will feature special areas for socialization and interaction, including a theater room for movie screenings and Wii gaming, multipurpose room with a pool table and poker game tables with more masculine décor to promote events for male residents, a demonstration kitchen for cooking classes and mid-size group events, and a private dining area for family functions that will also serve as a conference room. A fitness area will focus on preventative health and wellbeing with space for physician and care offices, dressing rooms, and fitness equipment for individual and group exercise. A full-service salon with massage room and pedicure station offers a full-service amenity for residents.

**Memory Care:** The Memory Care neighborhood is designed for the safety and comfort of cognitively impaired residents. Walk-in showers, height-appropriate fixtures such as toilets and sinks, and locking cabinets protect residents from harm.

A nurse's station will provide a hub for care partners and nurses to conduct care updates and paperwork.

The commons area will feature an open design, including dining room and living room, and will feature Life Stations, which attract residents and allow for purposeful wandering. Each Life Station is designed to engage through triggering memories of tasks ingrained throughout their life. For instance, Life Stations include an infant nursery for care and nurturing, wardrobe to promote grooming habits, and work station for a sense of purpose and accomplishment.

Residents who need a calm, soothing atmosphere can sit in the quiet sitting room. There will also be a small salon so residents can receive one-on-one special attention in a familiar environment. The whirlpool/spa room provides ease of bathing for residents with physical disabilities and helps with circulation. Residents whose dementia has created a fear of water often find the spa less alarming than a



shower, thereby greatly easing their anxiety and the time a care partner must spend in providing a bath. An enclosed courtyard will be located off the dining room to provide fresh air and interaction with the outdoors without risk of elopement. The courtyard is adorned with attractively designed raised planters that guide the walkways and allow for residents to interact with the plantings and green space.

#### **Technology:**

The community will be designed with modern technology to support the networking needs of the more tech-savvy senior and to support the operational systems that help deliver services more efficiently. The physical plant will have energy saving features such as blown exterior insulation, efficient appliances, and light controls.

Technology from Foresite Healthcare, called Foresite Eldercare, will be installed to provide passive monitoring of adverse events such as falls, changes in sleeping behaviors, changes in vital signs, and potential for illness detection. Such investment in proactive monitoring will equip all residents and their loved ones to be as proactive as they choose to be about monitoring their care.

#### **Lifestyle:**

Onsite services and amenities, including the highly successful all-day dining program, speak of the convenience and satisfaction of residents each and every day. Onsite staff's attentive, professional demeanor and attention to detail ensure residents feel important and cared for. And with a varied and engaging program, a sense of community and excitement will be prevalent. A concentration on resident fitness and well-being will maintain a feeling of independence and security. Resident Services will provide scheduled outings and transportations to allow residents to take full advantage of the community's location and all that University City has to offer.

#### **Labor:**

Approximately 50 new jobs will be created at an average hourly pay rate of \$18.53, including highly skilled and licensed staff. A total of 41 fulltime equivalents will be employed at stabilization. The majority of the positions will be full-time with a competitive benefits offering including 401K, health coverage and life insurance benefits. Females and minorities comprise the largest percentage of the senior living job force. While there may be some minimal need to hire outside the area for the licensed Administrator, it is expected that all newly created jobs will benefit the region's employment.

#### **Operations:**

City of Saint Charles-based Arrow Senior Living Management will provide above-market occupancy rates through its personalized and exceptional marketing initiatives, 24-hour onsite service and emergency maintenance and a high level of involvement in every aspect of operations. Arrow is an industry leader in managing consistently fully occupied communities and implementing exceptional services,



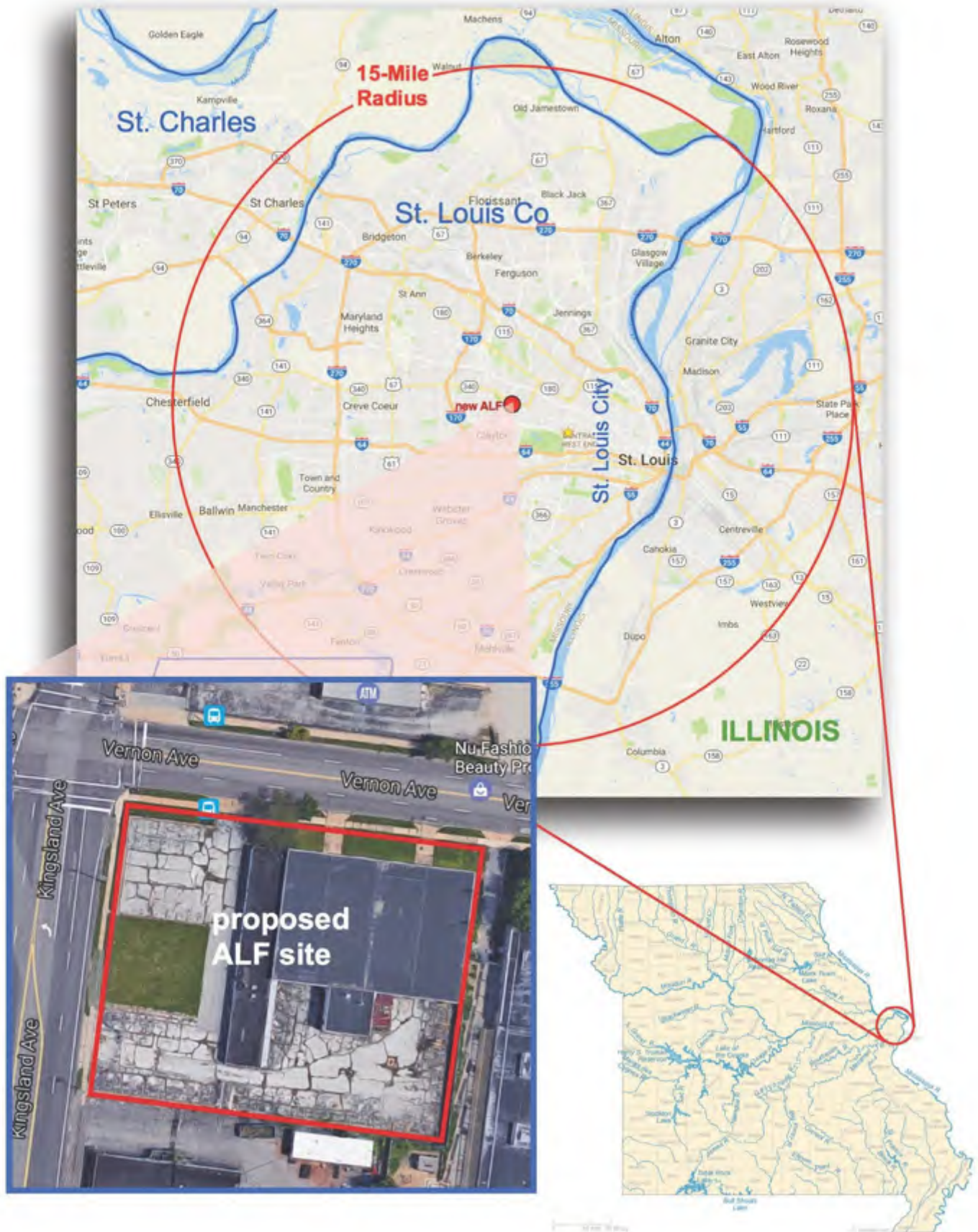
such as all-day dining programs, constantly evolving and expanding event programming, and dignified, respectful caregiving that set the bar for senior living communities. Every aspect of its involvement in the community speaks to a commitment to residents and their families, as well property owners and investors.

Management's offices are located at the front of the lobby so their presence is immediately known by visitors, a visual reminder of the commitment of every team member to openness and accountability.

# Kingsland Walk Timeline

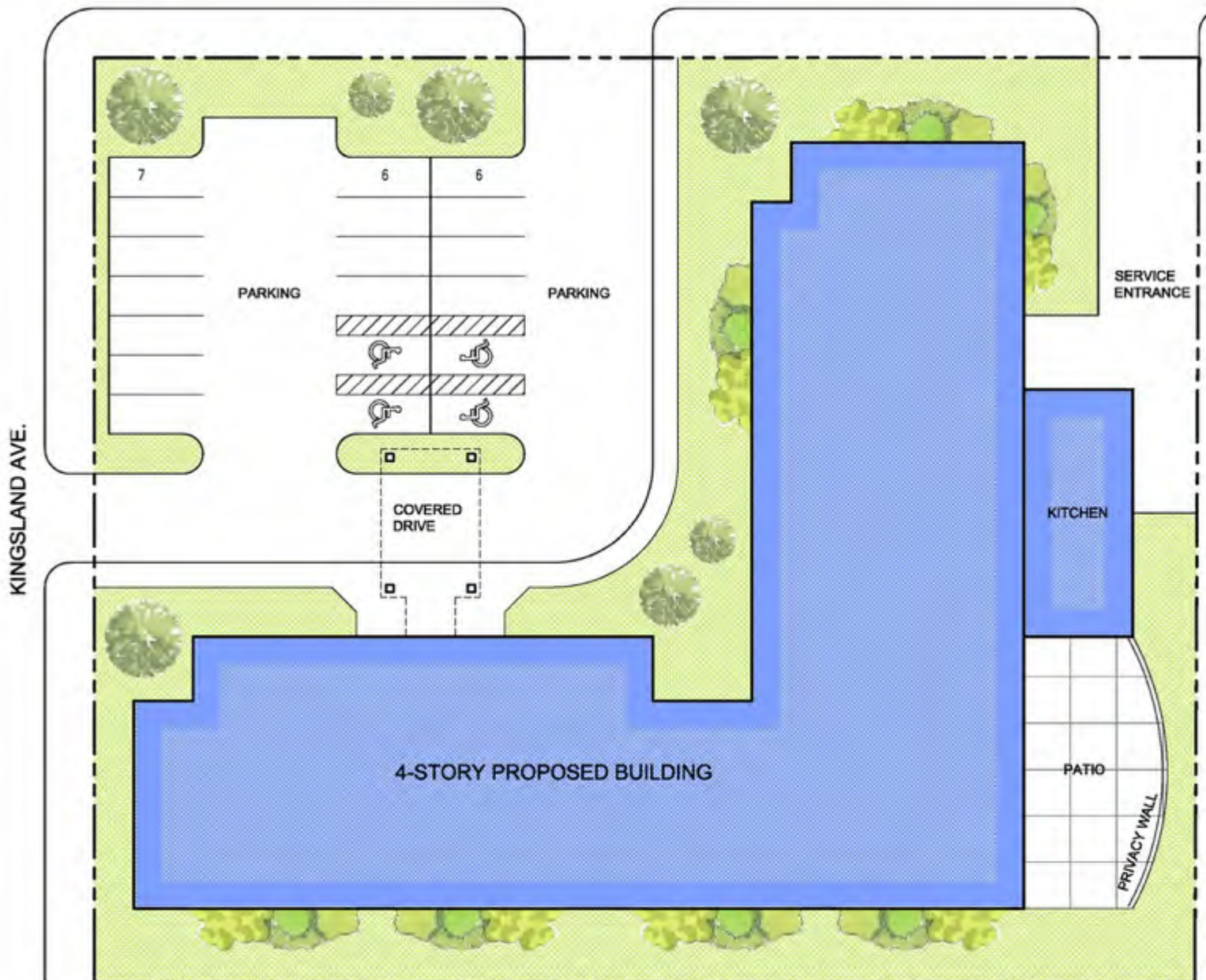
Step	Action Item / Stage in Process	Approximate Date
1	Release underwriter to prepare loan application for a HUD insured 232 mortgage	6/15/17
2	Submit CON application	6/30/17
3	Working session with University City staff	6/30/17
4	Engage all third party reports for mortgage underwriting	7/1/17
5	Working session with University City Planning Commission	7/27/17
6	Formal presentation to the University City Planning Commission- recommendation anticipated	8/24/17
7	CON application hearing	9/11/17
8	Public hearing and first reading introducing bill to the University City Council	9/11/17
9	Internal review and Loan Committee completed for mortgage underwriting.	9/21/17
10	Final approval from University City Council	9/25/17
11	Modified Firm Application submitted to HUD LEAN queue.	12/5/17
12	HUD/LEAN Review. PRU in constant communication to ensure questions being addressed and progress is ongoing. LEAN loan committee occurs in this timeframe as well.	12/5/17
13	<b>Conditional Firm Commitment is Issued.</b> HUD is approving the key elements of the development, market conclusions, and encouraging plans / costs to be produced for the next stage of review. <u>HUD will not offer ANY INVITATIONS to competing projects in market area.</u>	12/5/17
14	Submit plans to MSD and beginning permitting process	1/20/18
15	Completed A/E construction drawings	12/5/17
16	Contractor bidding completed	4/20/18
17	LEAN completes review of updated information and issues <b>Firm Commitment</b> . PRU in constant communication to ensure questions being addressed and progress is ongoing.	12/5/17
18	<b>Firm Commitment issued</b> , internally reviewed, and prepare for rate lock.	12/5/17
19	Building permit process complete	7/15/18
20	Address all special conditions, finalize any cost or plan changes, legal teams work to close promptly. Can range from 30 to 60 days depending on changes required. <b>LOAN CLOSED.</b>	12/5/17
21	Construction start	7/22/18
22	Construction completion	7/22/19
23	License inspection & opening	8/22/19

# Overview of Geographic Location of Kingsland Walk Senior Living Proposed new ALF





# Site Plan





# Schematics

## First Floor



SQUARE FOOTAGE	
FIRST FLOOR	15,823 SF
SECOND FLOOR	14,471 SF
THIRD FLOOR	14,165 SF
FOURTH FLOOR	14,165 SF
TOTAL	58,624 SF
SQUARE FOOT PER UNIT	862.1 SF

## Second Floor



UNIT TYPE	FIRST FLOOR	SECOND FLOOR	THIRD FLOOR	FOURTH FLOOR	TOTAL
ASSISTED STUDIO	6	—	3	3	12
ASSISTED STUDIO DELUXE	8	—	5	5	18
ASSISTED ONE BEDROOM	—	—	9	10	19
TOTAL	14	—	17	18	49
MEMORY CARE STUDIO	—	18	—	—	18
MEMORY CARE - SHARED	—	1	—	—	1
TOTAL	—	—	—	—	19
GRAND TOTAL					68

## Third Floor



## Fourth Floor



**\* Units vs. Beds**  
all units are private,  
except two on the  
third floor which  
are semi-private

From: Jeff Mugg <jeffmugg@stlda.com>  
 Subject: Kingsland Walk - University City, MO - CON application drawings  
 Date: June 19, 2017 at 2:02:50 PM CDT  
 To: "David East - Missouri Department of Health and Senior Services  
 (David.East@dhss.mo.gov)"  
 Cc: Stephanie Harris <stephanie@turnaround-solutions.com>, Tom Piper  
 <macquest@mac.com>, Todd Watts <ToddWatts@STLDA.COM>

David, we are preparing a CON application to be submitted June 30 for the above captioned project. Please find attached our architectural design plans, site plan, and rendering. Please feel free to contact us if you have questions or need more info. Thank you. Jeff

**Jeff Mugg, AIA**  
 Saint Louis Design Alliance Architects  
 Delmar Properties, RE Development  
 6014 Delmar Blvd  
 Saint Louis, MO 63112  
 314.863.1313 office  
 314.913.9153 cell  
[www.stlda.com](http://www.stlda.com)



**REAL ESTATE SALE CONTRACT**

Effective Date: June 26, 2017

**1. Parties and Property.**

Kingsland Walk RE, LLC, Buyer, agrees to purchase from the undersigned Seller, the following real property located at 6668 Vernon Avenue, St. Louis, MO (legal description on Seller's title to govern) being all the real property Seller owns at said address.

**2. Inclusions and Exclusions.**

The purchase price includes all existing improvements on the property and appurtenances, fixtures and equipment.

**3. Purchase Price.**

The total purchase price is **\$1,800,000.00**.

**4. Closing and Possession.**

The "Closing" is the exchange of the deed for the purchase price. The closing of this sale shall take place within thirty (30) days of Buyer obtaining all permits, authorizations and loan approval as required for the proposed development of an assisted living community, or on any other date that both parties agree, at Integrity Title Solutions, LLC. Title will pass when the sale is closed. Possession of the property and keys to be delivered to Buyer at closing. Seller warrants that the property will be vacated as of time of possession and delivered to Buyer in its present condition, ordinary wear and tear excepted.

**5. Adjustments and Closing Costs.**

Adjustments, charges and closing costs are agreed to be paid by the parties as follows:

Buyer shall pay for (where applicable):

- title insurance premiums;
- hazard insurance premium;
- flood insurance premium if required by lender;
- appraisal fees and survey;
- title company charges (including closing, recording and escrow fees) customarily paid by buyer;
- any charges imposed by lender, for example: points, loan discount fees, VA funding fees, and any other loan expenses.

Seller shall pay for (where applicable):

- existing loans on property;
- title company charges (including closing, releasing and escrow fees) customarily paid by Seller;
- municipal or Conservation District inspection fee;
- special taxes and special subdivision assessments levied before closing.
- Gas or other appropriate utility inspection;
- agreed upon repairs.



Buyer and Seller shall have prorated and adjusted between them on the basis of thirty (30) days to the month as the date of closing (Seller to pay for last day):

- general taxes (based on assessment and rate for current year, if both are available; otherwise based on previous year);
- subdivision upkeep assessments and monthly condominium fees;
- flat rate utility charges (including water, sewer, and trash);
- other \_\_\_\_\_

**6. Title and Survey.**

Seller shall transfer title to buyer by Warranty Deed, subject to the following: (a) Zoning regulations; (b) Leases and occupancy of tenants existing on the date contract is executed by Buyer, and disclosed to Buyer in writing before execution of contract by Leases and occupancy of tenants existing on the date the contract is executed by Buyer, and disclosed to Buyer in writing before execution of contract by Buyer; (c) General taxes payable in the current year and thereafter; (d) Any lien or encumbrance created by or assumed by Buyer in writing or any easement accepted by Buyer in writing; (e) Subdivision, use and other restrictions, rights of way and utility easements, all of record, which do not adversely affect the use of the property as it exists for residential purposes at the time of the contract.

If improvements or repairs have been performed within six (6) months prior to closing, Seller shall furnish reasonable security against mechanics liens or evidence of payment of bills satisfactory to title company to issue mechanics lien coverage to Buyer (or to Buyer's satisfaction if coverages is not requested).

**7. Remedies Upon Default**

If either party defaults in the performance of any obligation of this contract, the party claiming a default shall notify the other party in writing of the nature of the default and his election of remedy. The notifying party shall provide the defaulting party with a deadline for curing the default.

If the default is by Seller, Buyer may either release Seller from liability upon Seller's release of the earnest money and reimbursement to Buyer for all direct costs and expenses, as specified in Buyer's notice of default (in lieu of making any claim in court), or may pursue any remedy at law and in equity, including enforcement of sale. Buyer's release of Seller does not relive Seller of his liability to brokers under the listing contract.

In the event of litigation between the parties, the prevailing party shall recover, in addition to damages or equitable relief, the cost of litigation including reasonable attorney's fees. This provision shall survive closing and delivery of Seller's deed to Buyer.

**8. Loss.**

Risk of loss to the improvements on the property shall be borne by Seller until title is transferred. If any improvements covered by this contract are damaged or destroyed, Seller shall immediately notify Buyer in writing of the damage or destruction, the amount of insurance proceeds payable, if any, and whether Seller intends, prior to closing, to restore the property to



its condition at the time of the contract. In the event Seller restores the property to its prior condition before scheduled closing, Buyer and Seller shall proceed with closing. In the event the property is not to be restored to its prior condition by Seller before closing, Buyer may either (a) Proceed with the transaction and be entitled to all insurance money, if any, payable to Seller under all policies insuring the improvements, or (b) rescind the contract, and thereby release all parties from liability hereunder. Buyer shall give written notice of his election to Seller or listing agent within ten (10) days after Buyer has received written notice of such damage of destruction and the amount of insurance proceeds payable, and closing will be extended accordingly, if required. Failure by Buyer to so notify Seller shall constitute an election to rescind the contract. A rescission hereunder does not constitute a default by Seller.

**9. Time is of the Essence.**

Time is of the essence in the performance of the obligations of the parties.

**10. Binding Effect.**

This contract shall be binding on and for the benefit of the parties and their respective heirs, personal representatives, executors, administrators or assigns.

**11. Governing Law.**

This contract shall be considered a contract for the sale of real property and shall be construed in accordance with the laws of the state of Missouri, including the requirement to act in good faith.

**12. Entire Agreement.**

This contract constitutes the entire agreement between the parties hereto and there are no other understandings, written or oral, relating to the subject matter hereof. The contract may not be changed, modified or amended, in whole or in part, except in writing signed by all parties.

**13. Access to Property**

Sellers agrees to permit inspections of the property by building inspectors, contractors, termite inspectors, engineers and appraisers selected by Buyer as provided for in the contract, or inspections required by Buyer's lender, upon reasonable advance notice to Seller. Buyer may also be present during inspections and "walk through".

**YOUR SIGNATURE BINDS YOU TO ALL OF THE TERMS OF THIS CONTRACT.**

**Accepted:**

BUYER:

KINGSLAND WALK RE, LLC

a Missouri limited liability company,


By:



manager

Printed Name: Bruce Bartlett  
Title: Manager  
Date: June 26, 2017

SELLER:  
KINGSLAND WALK DEVELOPMENT, LLC  
a Missouri limited liability company,

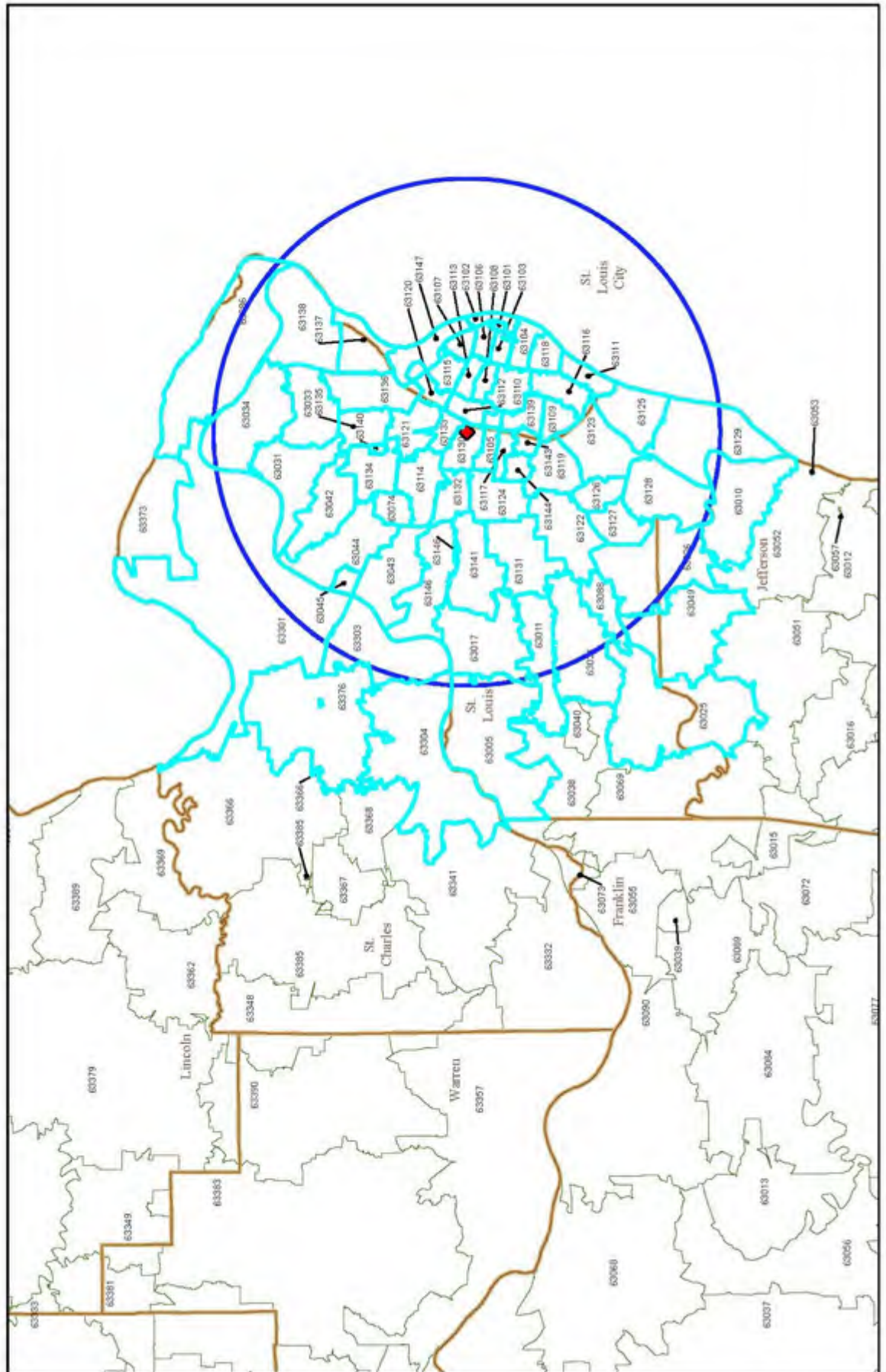
By:   
Printed Name: Vito Granata  
Title: Manager  
Date: 6/26/17

# CON 15 Mile Radius

868 Kingsland Avenue

University City, MO 63130

(Lat : 38.661753 & Long : -90.307313)



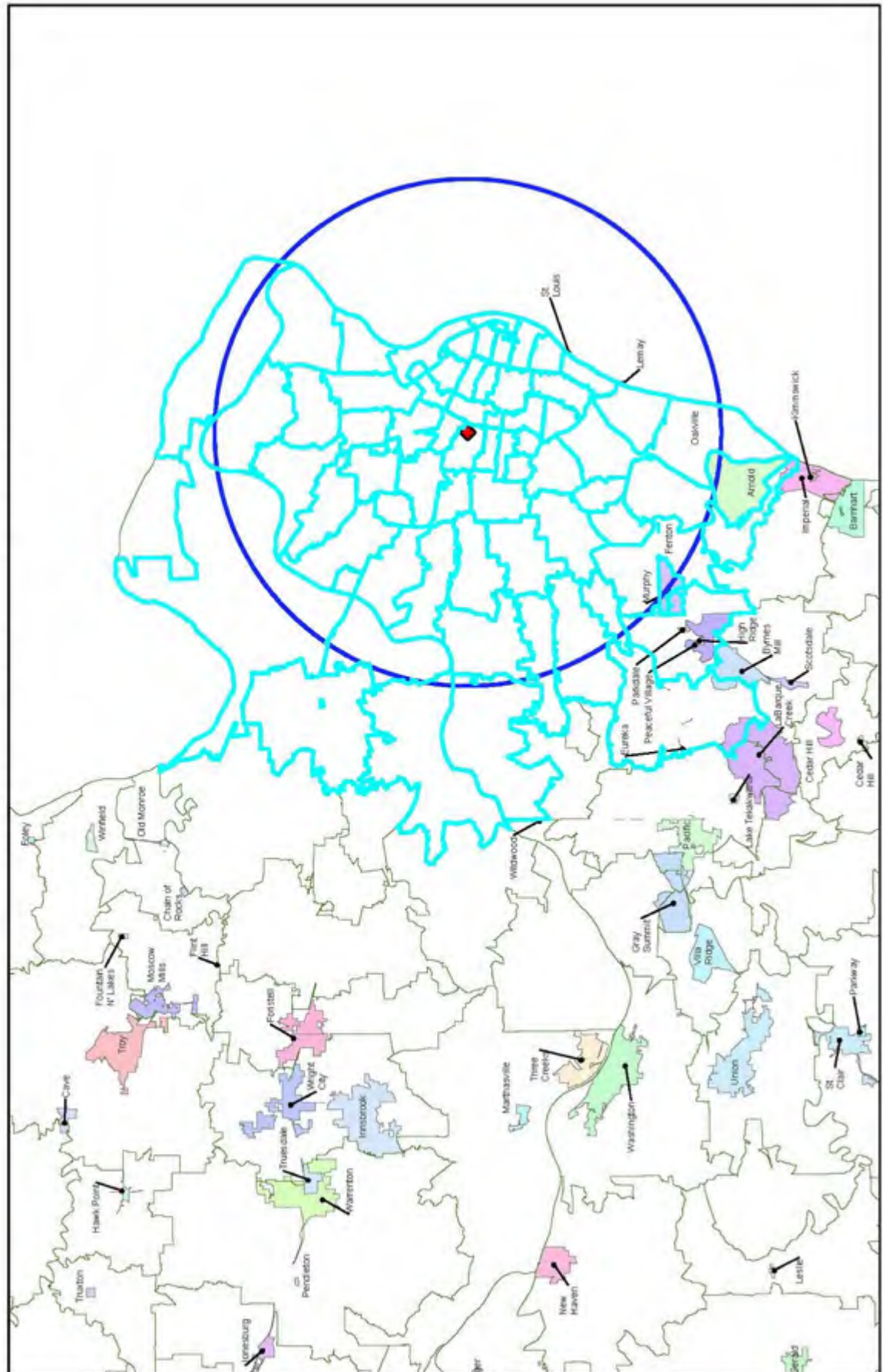


## CON 15 Mile Radius

868 Kingsland Avenue

University City, MO 63130

(Lat : 38.661753 & Long : -90.307313)



## 2020 Population Projections for University City 63130

County Projections				City Projections			
Zip	County	Total Pop	65+ Pop	Zip	County	City	Total Pop 65+ Pop
63005	St. Louis	18,522	2,218	63010	Jefferson	Arnold	21,801 3,823
63010	Jefferson	37,609	6,445	63010	Jefferson	Imperial	4,947 642
63011	St. Louis	34,805	7,463	63025	St. Louis	Byrnes Mill	2,949 311
63017	St. Louis	40,949	11,731	63025	St. Louis	LaBarque Creek	1,682 230
63021	St. Louis	56,397	7,766	63026	St. Louis	Murphy	8,413 1,207
63025	St. Louis	15,468	1,911	63049	Jefferson	Byrnes Mill	2,949 311
63026	St. Louis	45,661	5,671	63049	Jefferson	High Ridge	4,332 561
63031	St. Louis	46,873	7,869	63049	Jefferson	Murphy	8,413 1,207
63033	St. Louis	41,741	8,021	63049	Jefferson	Parkdale	159 41
63034	St. Louis	18,208	3,042	63049	Jefferson	Peaceful Village	9 4
63042	St. Louis	19,137	2,879	Please note that the above list may contain cities that are in a zip code (63025, 63026, 63348, 64024, 64034, 64048, 64075, 64082, 64147) that is primarily, but not entirely, in a non-adjustment county (Jackson, Clay, St. Louis, and St. Charles counties or St. Louis City). The listed city itself is in a county that adjusts for population centers and should be taken into account as a population center for CON population projection purposes.*			
63043	St. Louis	22,237	3,821				
63044	St. Louis	7,966	2,096				
63045	St. Louis	5	1				
63049	Jefferson	17,568	2,311				
63074	St. Louis	14,794	2,208				
63088	St. Louis	8,481	1,400				
63101	St. Louis City	3,555	138				
63102	St. Louis City	3,124	179				
63103	St. Louis City	8,799	1,108				
63104	St. Louis City	19,593	1,759				
63105	St. Louis	19,262	2,856				
63106	St. Louis City	13,389	1,453				
63107	St. Louis City	10,038	1,552				
63108	St. Louis City	23,665	3,245				
63109	St. Louis City	27,097	4,231				
63110	St. Louis City	16,195	1,773				
63111	St. Louis City	20,699	2,695				
63112	St. Louis City	20,098	2,887				
63113	St. Louis City	11,454	2,083				
63114	St. Louis	34,800	4,961				
63115	St. Louis City	19,146	3,474				
63116	St. Louis City	44,294	5,464				
63117	St. Louis	8,429	1,336				
63118	St. Louis City	25,761	2,131				
63119	St. Louis	33,108	7,014				
63120	St. Louis City	9,120	1,396				
63121	St. Louis	24,648	4,063				
63122	St. Louis	38,461	7,845				
63123	St. Louis	48,698	10,635				
63124	St. Louis	10,420	3,150				
63125	St. Louis	31,327	6,965				
63126	St. Louis	14,975	3,749				
63127	St. Louis	4,904	1,678				
63128	St. Louis	29,226	8,654				
63129	St. Louis	53,186	9,482				
63130	St. Louis	27,454	4,423				
63131	St. Louis	16,489	3,818				
63132	St. Louis	13,886	2,561				
63133	St. Louis	7,995	1,009				
63134	St. Louis	12,702	1,698				
63135	St. Louis	20,369	2,638				
63136	St. Louis	45,064	5,906				
63137	St. Louis	20,187	2,750				
63138	St. Louis	18,994	2,420				
63139	St. Louis City	22,825	3,118				
63140	St. Louis	217	18				
63141	St. Louis	20,904	4,899				
63143	St. Louis	8,987	888				
63144	St. Louis	8,794	1,328				
63146	St. Louis	28,802	6,664				
63147	St. Louis City	10,877	1,583				
63155	St. Louis City	0	0				
63301	St. Charles	53,538	11,546				
63303	St. Charles	51,551	8,943				
63304	St. Charles	44,519	6,582				
63376	St. Charles	78,727	11,879				
63386	St. Charles	536	98				
Totals		1,587,309	269,576				

Address: 868 Kingsland Avenue, University City, MO 63130



# Bed Need Calculations

Attachment 8d

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	POPULATION			65+ Population	Project Number:		Project Address:		888 Kingland Avenue University City MO 63130						
2		Zip In Radius	Pop In Zip	City in Zip	City Pop	% of City in ZIP	City Pop in ZIP	Total Cities' Pop in Zip	Zip Pop W/O Cities'	% of Zip Area in Radius	Zip Pop in Radius W/O Cities' Pop	% City in Zip & Radius	City Pop in Zip & Radius	Total Cities' Pop in Zip & Radius	Zip Pop w City Pop in Zip & Radius
3	1	63005	2,218	n/a	0	0%	0	0	2,218	0%	0	0%	0	0	0
5	2	63910	6,443	Arnold	3,823	100%	3,823	4,463	1,980	0%	0	0%	0	0	0
6				Imperial	642	100%	642				0	0%	0		
7	3	63011	7,463	n/a	0	0%	0	0	7,463	60%	4,478	0%	0	0	4,478
9	4	63017	11,731	n/a	0	0%	0	0	11,731	100%	11,731	0%	0	0	11,731
11	5	63021	7,756	n/a	0	0%	0	0	7,756	70%	5,436	0%	0	0	5,436
13	6	63025	1,911	Byrnes Mill	311	10%	31	54	1,857	0%	0	0%	0	0	0
14				LaBarque Creek	230	10%	23				0	0%	0		
15	7	63026	5,671	Murphy	1,207	60%	724	724	4,347	70%	3,043	40%	483	483	3,546
17	8	63031	7,869	n/a	0	0%	0	0	7,869	100%	7,869	0%	0	0	7,869
19	9	63033	8,021	n/a	0	0%	0	0	8,021	100%	8,021	0%	0	0	8,021
21	10	63034	3,042	n/a	0	0%	0	0	3,042	90%	2,738	0%	0	0	2,738
23	11	63042	2,879	n/a	0	0%	0	0	2,879	100%	2,879	0%	0	0	2,879
25	12	63043	3,821	n/a	0	0%	0	0	3,821	100%	3,821	0%	0	0	3,821
27	13	63044	2,096	n/a	0	0%	0	0	2,096	100%	2,096	0%	0	0	2,096
29	14	63045	1	n/a	0	0%	0	0	1	100%	1	0%	0	0	1
31	15	63049	2,311	Byrnes Mill	311	0%	0	1,126	1,185	10%	119	0%	0	0	119
32				High Ridge	561	100%	561				0	0%	0		
33				Murphy	1,207	20%					0	0%	0		
34				Parkdale	41	100%	561				0	0%	0		
35				Peaceful Village	4	100%	4				0	0%	0		
36	16	64074	2,208	n/a	0	0%	0	0	2,208	100%	2,208	0%	0	0	2,208
38	17	63088	1,400	n/a	0	0%	0	0	1,400	90%	1,260	0%	0	0	1,260
40	18	63101	138	n/a	0	0%	0	0	138	100%	138	0%	0	0	138
42	19	63102	179	n/a	0	0%	0	0	179	100%	179	0%	0	0	179
44	20	63103	1,106	n/a	0	0%	0	0	1,106	100%	1,106	0%	0	0	1,106
46	21	63104	1,759	n/a	0	0%	0	0	1,759	100%	1,759	0%	0	0	1,759
48	22	63105	2,856	n/a	0	0%	0	0	2,856	100%	2,856	0%	0	0	2,856
50	23	63106	1,453	n/a	0	0%	0	0	1,453	100%	1,453	0%	0	0	1,453
52	24	63107	1,552	n/a	0	0%	0	0	1,552	100%	1,552	0%	0	0	1,552
54	25	63108	3,243	n/a	0	0%	0	0	3,243	100%	3,243	0%	0	0	3,243
56	26	63109	4,231	n/a	0	0%	0	0	4,231	100%	4,231	0%	0	0	4,231
58	27	63110	1,773	n/a	0	0%	0	0	1,773	100%	1,773	0%	0	0	1,773
60	28	63111	2,695	n/a	0	0%	0	0	2,695	100%	2,695	0%	0	0	2,695
62	29	63112	2,887	n/a	0	0%	0	0	2,887	100%	2,887	0%	0	0	2,887
64	30	63113	2,083	n/a	0	0%	0	0	2,083	100%	2,083	0%	0	0	2,083
66	31	63114	4,961	n/a	0	0%	0	0	4,961	100%	4,961	0%	0	0	4,961
68	32	63115	3,474	n/a	0	0%	0	0	3,474	100%	3,474	0%	0	0	3,474
70	33	63116	5,464	n/a	0	0%	0	0	5,464	100%	5,464	0%	0	0	5,464
72	34	63117	1,336	n/a	0	0%	0	0	1,336	100%	1,336	0%	0	0	1,336
74	35	63118	2,131	n/a	0	0%	0	0	2,131	100%	2,131	0%	0	0	2,131
76	36	63119	7,014	n/a	0	0%	0	0	7,014	100%	7,014	0%	0	0	7,014
78	37	63120	1,396	n/a	0	0%	0	0	1,396	100%	1,396	0%	0	0	1,396
80	38	63121	4,063	n/a	0	0%	0	0	4,063	100%	4,063	0%	0	0	4,063
82	39	63122	7,845	n/a	0	0%	0	0	7,845	100%	7,845	0%	0	0	7,845
84	40	63123	10,635	n/a	0	0%	0	0	10,635	100%	10,635	0%	0	0	10,635
86	41	63124	3,150	n/a	0	0%	0	0	3,150	100%	3,150	0%	0	0	3,150
88	42	63125	6,963	n/a	0	0%	0	0	6,963	100%	6,963	0%	0	0	6,963
90	43	63126	3,749	n/a	0	0%	0	0	3,749	100%	3,749	0%	0	0	3,749
92	44	63127	1,678	n/a	0	0%	0	0	1,678	100%	1,678	0%	0	0	1,678
94	45	63128	8,654	n/a	0	0%	0	0	8,654	100%	8,654	0%	0	0	8,654
96	46	63129	3,482	n/a	0	0%	0	0	3,482	60%	5,689	0%	0	0	5,689
98	47	63130	4,473	n/a	0	0%	0	0	4,473	100%	4,473	0%	0	0	4,473
100	48	63131	3,818	n/a	0	0%	0	0	3,818	100%	3,818	0%	0	0	3,818
102	49	63132	2,361	n/a	0	0%	0	0	2,361	100%	2,361	0%	0	0	2,361
104	50	63133	1,009	n/a	0	0%	0	0	1,009	100%	1,009	0%	0	0	1,009
106	51	63134	1,698	n/a	0	0%	0	0	1,698	100%	1,698	0%	0	0	1,698
108	52	63135	2,638	n/a	0	0%	0	0	2,638	100%	2,638	0%	0	0	2,638
110	53	63136	5,906	n/a	0	0%	0	0	5,906	100%	5,906	0%	0	0	5,906
112	54	63137	2,750	n/a	0	0%	0	0	2,750	100%	2,750	0%	0	0	2,750
114	55	63138	2,420	n/a	0	0%	0	0	2,420	100%	2,420	0%	0	0	2,420
116	56	63139	3,118	n/a	0	0%	0	0	3,118	100%	3,118	0%	0	0	3,118
118	57	63140	18	n/a	0	0%	0	0	18	100%	18	0%	0	0	18
120	58	63141	4,899	n/a	0	0%	0	0	4,899	100%	4,899	0%	0	0	4,899
122	59	63143	888	n/a	0	0%	0	0	888	100%	888	0%	0	0	888
124	60	63144	1,328	n/a	0	0%	0	0	1,328	100%	1,328	0%	0	0	1,328
126	61	63146	6,664	n/a	0	0%	0	0	6,664	100%	6,664	0%	0	0	6,664
128	62	63147	1,583	n/a	0	0%	0	0	1,583	100%	1,583	0%	0	0	1,583
130	63	63155	0	n/a	0	0%	0	0	0	0%	0	0%	0	0	0
132	64	63301	11,546	n/a	0	0%	0	0	11,546	30%	3,464	0%	0	0	3,464
134	65	63303	8,943	n/a	0	0%	0	0	8,943	90%	8,049	0%	0	0	8,049
136	66	63304	6,382	n/a	0	0%	0	0	6,382	0%	0	0%	0	0	0
138	67	63376	11,879	n/a	0	0%	0	0	11,879	0%	0	0%	0	0	0
140	68	63380	98	n/a	0	0%	0	0	98	30%	29	0%	0	0	29
142			269,576		8,837		6,369	6,369	263,207		217,943		483	483	218,026
143															
144		Rev. 05/2013												RCF/ALF Beds Needed:	5,450.6

CAPITOL OFFICE  
STATE CAPITOL, ROOM 428  
JEFFERSON CITY, MO 65101  
TELEPHONE (573) 751-4106  
FAX (573) 751-0467  
EMAIL: MARIA.CHAPPELLENADAL@SENATE.MO.GOV  
WWW.SENATE.MO.GOV/CHAPPELLE-NADAL



COMMITTEES  
EDUCATION  
SENIORS, FAMILIES AND CHILDREN  
TRANSPORTATION, INFRASTRUCTURE & PUBLIC SAFETY  
VETERANS' AFFAIRS AND HEALTH

**MISSOURI SENATE**  
JEFFERSON CITY

**MARIA CHAPPELLE-NADAL**  
**14TH DISTRICT**

June 14, 2017

Certificate of Need Program  
Department of Health and Senior Services  
3418 Knipp Drive, P.O. Box 570  
Jefferson City, MO 65102

Dear Staff and Committee:

This letter is in support of Kingsland Walk Senior Living in University City, MO, off Kingsland Ave. at Vernon Ave.

University City seniors need modern, quality, and affordable options. The city and its surrounding areas offer numerous assisted living and memory care options for upper income rates. This project is an affordable, market rate project with rates starting at \$2,500 per month. No surrounding project targets this underserved market.

St. Charles, Missouri-based senior housing industry leader, Arrow Senior Living Management, which currently manage properties in Missouri, Ohio, Illinois and Florida, will oversee operations.

With this commitment by the local owners and management to serve this unique market, I support their efforts in this application.

Thank you for your prompt and thoughtful consideration of this matter.

Sincerely,

A handwritten signature in black ink, reading "Maria Chappelle-Nadal".

MARIA CHAPPELLE-NADAL  
State Senator, District 14



CAPITOL OFFICE  
State Capitol  
201 West Capitol Avenue  
Room 106A  
Jefferson City, MO 65101-6806

**Attachment 9b**

CONTACT INFORMATION  
Phone: (573) 751-4265  
E-Mail:  
joe.adams@house.mo.gov



**Joe Adams**  
State Representative  
District 86

June 13, 2017

Certificate of Need Program  
Department of Health and Senior Services  
3418 Knipp Drive, P.O. Box 570  
Jefferson City, MO 65102

Dear Staff and Committee:

This letter is in support of Kingsland Walk Senior Living in University City, MO, off Kingsland Ave. at Vernon Ave.

University City seniors need modern, quality, and affordable options. The city and its surrounding areas offer numerous assisted living and memory care options for upper income rates. This project is an affordable, market rate project with rates starting at \$2,500 per month. No surrounding project targets this underserved market.

St. Charles, Missouri-based senior housing industry leader, Arrow Senior Living Management, which currently manage properties in Missouri, Ohio, Illinois and Florida, will oversee operations.

With this commitment by the local owners and management to serve this unique market, I support their efforts in this application.

Thank you for your prompt and thoughtful consideration of this matter.

Sincerely,

A handwritten signature in black ink that reads "Joe Adams". The signature is fluid and cursive, with the first and last names clearly legible.

Joe Adams  
State Representative  
86<sup>th</sup> District



## SCHOOL OF MEDICINE

John T. Milliken Department of Medicine  
Division of Geriatrics and Nutritional Science

**David B. Carr**

*Alan A. and Edith L. Wolff Professor of Geriatric Medicine*

*Professor of Medicine and Neurology*

*Clinical Director, Division of Geriatrics and Nutritional Science, Division of Neurorehabilitation*

*Medical Director, The Rehabilitation Institute of St. Louis (TRISL), Parc Provence*

June 16, 2017

Certificate of Need Program  
Department of Health and Senior Services  
3418 Knipp Drive, P.O. Box 570  
Jefferson City, MO 65102

Dear Staff and Committee:

I am in support of the Delmar Properties, RE Development, and ND Consulting Group's Assisted Living and Memory Care Senior Living Community located in University City, MO.

As a resident of University City and a Geriatrician, I am aware of the need for affordable senior housing. This is especially true of the underserved market.

Arrow Senior Living Management is local and has a good reputation in the community. I support this effort and hope you will too.

Sincerely,

David Carr, MD





## SCHOOL OF MEDICINE

John T. Milliken Department of Medicine  
Division of Medical Education

Thomas M. De Fer, MD  
*Director, Internal Medicine Clerkship*  
*Professor of Medicine*

June 15, 2017

Certificate of Need Program  
Department of Health and Senior Services  
3418 Knipp Drive, P.O. Box 570  
Jefferson City, MO 65102

Dear Staff and Committee:

This letter is in support of **Kingsland Walk Senior Living in University City, Missouri**, off Kingsland Avenue at Vernon Avenue.

University City seniors need modern, quality, and affordable options. The city and its surrounding areas offer numerous assisted living and memory care options for upper income rates. This project is a more affordable option with rates starting at \$2,500 per month. No other surrounding projects target this underserved market.

St. Charles, Missouri-based senior housing industry leader, Arrow Senior Living Management, which currently manage properties in Missouri, Ohio, Illinois and Florida, will oversee operations. Given the commitment by the local owners and management to meet the needs of this under-resourced group, I fully support their efforts in this application.

Thank you for your prompt and thoughtful consideration of this matter.

Sincerely,

Thomas M. De Fer, MD, FACP  
Professor of Medicine



June 13, 2017

Certificate of Need Program

Department of Health and Senior Services

3418 Knipp Drive, P.O. Box 570

Jefferson City, MO 65102

Dear Staff and Committee:

This letter is in support of Kingsland Walk Senior Living in University City, MO, off Kingsland Ave. at Vernon Ave.

University City seniors need modern, quality, and affordable options. The city and its surrounding areas offer numerous assisted living and memory care options for upper income rates. This project is an affordable, market rate project with rates starting at \$2,500 per month. No surrounding project targets this underserved market.

St. Charles, Missouri-based senior housing industry leader, Arrow Senior Living Management, which currently manage properties in Missouri, Ohio, Illinois and Florida, will oversee operations.

With this commitment by the local owners and management to serve this unique market, I support their efforts in this application.

Thank you for your prompt and thoughtful consideration of this matter.

Sincerely,

A handwritten signature in black ink that reads "Ann Laiben".

Ann Laiben, CEO

## **DIVIDER III: Community Need Criteria and Standards**

## DIVIDER III: Community Need Criteria and Standards

Document the following, if applicable:

1. For ICF/SNF beds, address the population-based bed need methodology of fifty-three (53) beds per one thousand (1,000) population age sixty-five (65) and older.

*(not applicable)*

2. For RCF/ALF beds, address the population-based bed need methodology of twenty-five (25) beds per one thousand (1,000) population age sixty-five (65) and older.

The population data provided by the Department of Health and Senior Services was included in Divider II. The percentage adjustments by the applicant to accommodate zip code population inside the 15-mile radius were also included in Divider II.

An inventory of existing and approved RCF and ALF facilities inside the 15-mile radius is provided (see *Attachmentd 10a-c*), as well as a map showing the location of these facilities (see *Attachment 10d*). Based on this data, there is a 506-bed surplus of RCF/ALF beds in the 15-mile radius for the year 2020 as follows:

$$\text{Unmet Need} = (25 \times P) - U$$

Where:

25 = RCF/ALF need rate per 1,000 population age 65+

P = Year 2020 population in the 15-mile radius

U = Number of existing and approved beds in 15-mile radius

$$\text{Unmet Need} = (0.025 \times 218,026) - 5,956 = 506 \text{ bed surplus}$$

3. Document any alternate need methodology used to determine the need for additional beds such as LTCH, Alzheimer's, mental health or other specialty beds.

Special exceptions apply because the actual market area is the 3-mile radius in which there is a **166-bed unmet RCF/ALF need** (see *Attachment 10e*) as the alternative to the 15-mile radius specified by CON. This is confirmed by a special 58-page market study for this area by Tellatin, Inc. (see *Attachments 10f-g*)

4. For any proposed facility which is designed and operated exclusively for persons with acquired human immunodeficiency syndrome (AIDS), provide information to justify the need for the type of beds being proposed.

*(not applicable)*

5. If the project is to add beds to an existing facility, has the facility received a Notice of Noncompliance within the last 18 months as a result of a survey, inspection or complaint investigation? If the answer is yes, explain.

*(not applicable)*



## **DIVIDER III: Attachments**

## Inventory of Residential Care and Assisted Living Facilities in the 15-Mile Radius around proposed ALF in University City 63130

County	Facility Name	Address	City	Zip	ALF	RCF	Total	AVG
St Louis	Shelbourne Senior Living	16580 Wild Horse Creek Road	Chesterfield	63005	51	0	51	0%
St Louis	Brookdale West County	785 Henry Ave	Ballwin	63011	98	0	98	88.1%
St Louis	Family Partners Home LLC	232 Creve Coeur Ave	Manchester	63011	0	8	8	0%
St Louis	Brooking Park	307 South Woods Mill Rd	Chesterfield	63017	100	0	100	78.3%
St Louis	Chesterfield Villas	14901 North Outer 40 Road	Chesterfield	63017	52	0	52	71.9%
St Louis	Friendship Village Assisted Living	Olive Boulevard and Braefield Drive	Chesterfield	63017	60	0	60	0%
St Louis	Friendship Village Chesterfield	15201 Olive Blvd	Chesterfield	63017	22	0	22	81.3%
St Louis	Garden Villas	13590 S Outer 40 Rd	Town and Country	63017	46	0	46	63.5%
St Louis	Mason Pointe Care Center	13190 South Outer 40 Road	Chesterfield	63017	46	0	46	37.1%
St Louis	Stoncrest Town & Country	1006 & 1008 Woods Mill Rd	Town & Country	63017	95	0	95	0%
St Louis	Sunrise of Chesterfield	1880 Clarkson Rd	Chesterfield	63017	3	0	3	83.0%
St Louis	Surrey Place St Luke's Hospital Skilled Nursing and RCF	14701 Olive Blvd	Chesterfield	63017	0	20	20	67.1%
St Louis	The Grove in Chesterfield Village	16300 Justus Post Road & 16120 W. Chesterfield Pkwy	Chesterfield	63017	95	0	95	0%
St Louis	Lutheran Senior Services at Meramec Bluffs	50 Meramec Trail Dr	Ballwin	63021	100	0	100	94.6%
St Louis	Westview at Ellisville Assisted Living	27 Reinke Rd	Ellisville	63021	99	0	99	94.2%
St Louis	Bridge at Florissant, The	1101 Garden Plaza Dr	Florissant	63033	102	0	102	85.1%
St Louis	Desmet Retirement Community	1425 North New Florissant Rd	Florissant	63033	88	0	88	32.5%
St Louis	Garden Villas North	4505 Parker Road	Black Jack	63033	70	0	70	63.5%
St Louis	Converse Home	17025 Old Jamestown Rd	Florissant	63034	0	12	12	82.0%
St Louis	Deer Valley Community Gardens	4845 N Hwy 67	Florissant	63034	20	0	20	0%
St Louis	MH-Brookview, LLC	2963 Doddridge Ave	Maryland Heights	63043	44	0	44	0%
St Louis	St Andrews Assisted Living of Bridgeton	11325 St Charles Rock Rd	Bridgeton	63044	35	0	35	77.4%
St Louis	Veronica House	12284 Depaul Dr	Bridgeton	63044	100	0	100	88.5%
St Louis	St Ann Assisted Living Center	10441 International Plaza Dr	St Ann	63074	40	0	40	76.0%
St Louis	Cape Albee	3300 Lake Bend Dr	Valley Park	63088	100	0	100	81.5%
St Louis	Superior Manor of Downton, LLC	1501 Clinton Avenue	St. Louis	63106	0	40	40	0%
St Louis City	Oasis Residential Care Facility	3508 Prairie Ave	St Louis	63107	0	20	20	94.7%
St Louis City	Rosati Group Home	4218 North Grand Blvd	St Louis	63107	0	15	15	87.6%
St Louis City	Spring Manor	3610 Palm St	St Louis	63107	94	0	94	48.1%
St Louis City	Akins Health Care, Inc	4432 West Belle Pl	St Louis	63108	0	20	20	84.2%
St Louis City	Always Kare Residential Facility, Inc	5076 Waterman	St Louis	63108	0	20	20	91.7%
St Louis City	Amanda Luckett Murphy Hopewell Center Residential Care Facility	5117 Waterman Blvd	St Louis	63108	0	12	12	74.9%
St Louis City	Central Residence, The	5143 Waterman Blvd	St Louis	63108	0	41	41	93.0%
St Louis City	Cooper House	4385 Maryland Ave	St Louis	63108	0	36	36	87.7%
St Louis City	Lindell Manor	4336 Lindell Blvd	St Louis	63108	0	24	24	83.3%
St Louis City	Mary Ryder Home	4361 Olive St	St Louis	63108	0	80	80	70.7%

(information compiled May 23, 2017, based on information acquired from the Department of Health and Senior Services including quarterly licensed (including unavailable beds) occupancy rates for 3Q15 Jul. 1 - Sep. 30, 2015> through 4Q16 <Oct. 1 - Dec. 31, 2016> in right columns. Certificate of Need approved, but not yet licensed, facilities and beds are shown in **bolded-blue** text.



## Inventory of Residential Care and Assisted Living Facilities in the 15-Mile Radius around proposed ALF in University City 63130

St Louis City	Newstead Place	19 North Newstead	St Louis	63108	0	20	20	100.0%
St Louis City	St Elizabeth Hall	325 North Newstead Ave	St Louis	63108	50	0	50	57.8%
St Louis City	West Pine Group Home	4232 West Pine Blvd	St Louis	63108	0	9	9	89.8%
St Louis City	Dubourg House	5880 Eichelberger St	St Louis	63109	69	0	69	87.6%
St Louis City	Kasey Paige Assisted Living	3715 Jamieson Ave	St Louis	63109	0	111	111	88.7%
St Louis City	Provision Living at St Louis Hills	6543 Chippewa St	St Louis	63109	210	0	210	83.8%
St Louis City	Benedict Joseph Labre Center	3863 Cleveland	St Louis	63110	0	15	15	90.7%
St Louis City	Carondelet Retirement Manor	6811 Michigan	St Louis	63111	0	33	33	96.9%
St Louis City	Chateau Ann Marie	7700 Minnesota Ave	St Louis	63111	0	22	22	0%
St Louis City	Holly Hills Retirement Home	6421 Minnesota	St Louis	63111	0	15	15	99.3%
St Louis City	Riverview, The	5500 South Broadway	St Louis	63111	0	11	11	40.4%
St Louis City	St. Louis Altheim	5408 South Broadway	St Louis	63111	23	0	23	100.0%
St Louis City	St. Louis Altheim (Opened on 6/3/16)	5408 South Broadway	St Louis	63111	37	0	37	0.0%
St Louis City	Saddler Residential Care Facility Inc	730 Hodiarnont Ave	St Louis	63112	20	0	20	95.8%
St Louis City	Ms B's Blessings	4739 Cote Brillante Ave	St Louis	63113	0	6	6	60.1%
St Louis City	Provision of Promise	4528 North Market St	St Louis	63113	0	20	20	73.3%
St Louis City	Union Manor LLC	2711 North Union Blvd	St Louis	63113	0	50	50	80.3%
St Louis	Boarding Inn, The	9444 Midland Blvd	Overland	63114	0	40	40	92.2%
St Louis	Jane Howell Stupp Apartments	2443 Prouhet Ave	Overland	63114	0	30	30	100.0%
St Louis	The Gables at Brady Circle, LLC	11 Brady Circle	St Louis	63114	16	0	16	84.7%
St Louis	The Gables at Brady Circle, LLC	11 Brady Circle	St Louis	63114	64	0	64	0.0%
St Louis	Richmond Terrace Assisted Living	1633 Laclede Station Rd	St Louis	63117	99	0	99	75.3%
St Louis City	Cherokee Residential Care, LLC	3408 Missouri Ave	St Louis	63118	0	30	30	98.7%
St Louis City	Silver Spur	3300 Texas Ave	St Louis	63118	34	0	34	99.9%
St Louis City	Silver Spur	3300 Texas Ave	St Louis	63118	3	0	3	0.0%
St Louis	Laclede Commons	727 S Laclede Station Rd	St Louis	63119	242	0	242	93.7%
St Louis	Mother of Perpetual Help Residence, Inc	7608 Watson Rd	St Louis	63119	160	0	160	57.5%
St Louis	Provision Living at Webster Groves	45 East Lockwood	St Louis	63119	90	0	90	85.5%
St Louis City	Smiley Manor LLC	5415 Thekla	St Louis	63120	0	20	20	45.3%
St Louis	Aberdeen Heights	505 Couch Ave	Kirkwood	63122	36	0	36	83.3%
St Louis	Bethesda D'Alworth	1213 Berry Road	St Louis	63122	60	0	60	0%
St Louis	Dougherty Ferry Assisted Living & Memory Care	2928 Dougherty Ferry Road	Valley Park	63122	99	0	99	59.4%
St Louis	Dougherty Ferry Assisted Living & Memory Care	2929 Dougherty Ferry Road	Valley Park	63122	1	0	1	0.0%
St Louis	Southview Assisted Living	9916 Reavis Rd	Afton	63123	116	0	116	92.1%
St Louis	Brentmoor Retirement Community	8600 Delmar Blvd	St Louis	63124	36	0	36	94.1%
St Louis	McKnight Place Assisted Living	Three McKnight Pl	St Louis	63124	120	0	120	97.5%
St Louis	Alexian Brothers Sherbrooke Village	4005 Ripa Ave	St Louis	63125	88	0	88	48.9%

(information compiled May 23, 2017, based on information acquired from the Department of Health and Senior Services including quarterly licensed (including unavailable beds) occupancy rates for 3Q15 Jul. 1 - Sep. 30, 2015> through 4Q16 <Oct. 1 - Dec. 31, 2016> in right columns. Certificate of Need approved, but not yet licensed, facilities and beds are shown in **bolded-blue** text.



## Inventory of Residential Care and Assisted Living Facilities in the 15-Mile Radius around proposed ALF in University City 63130

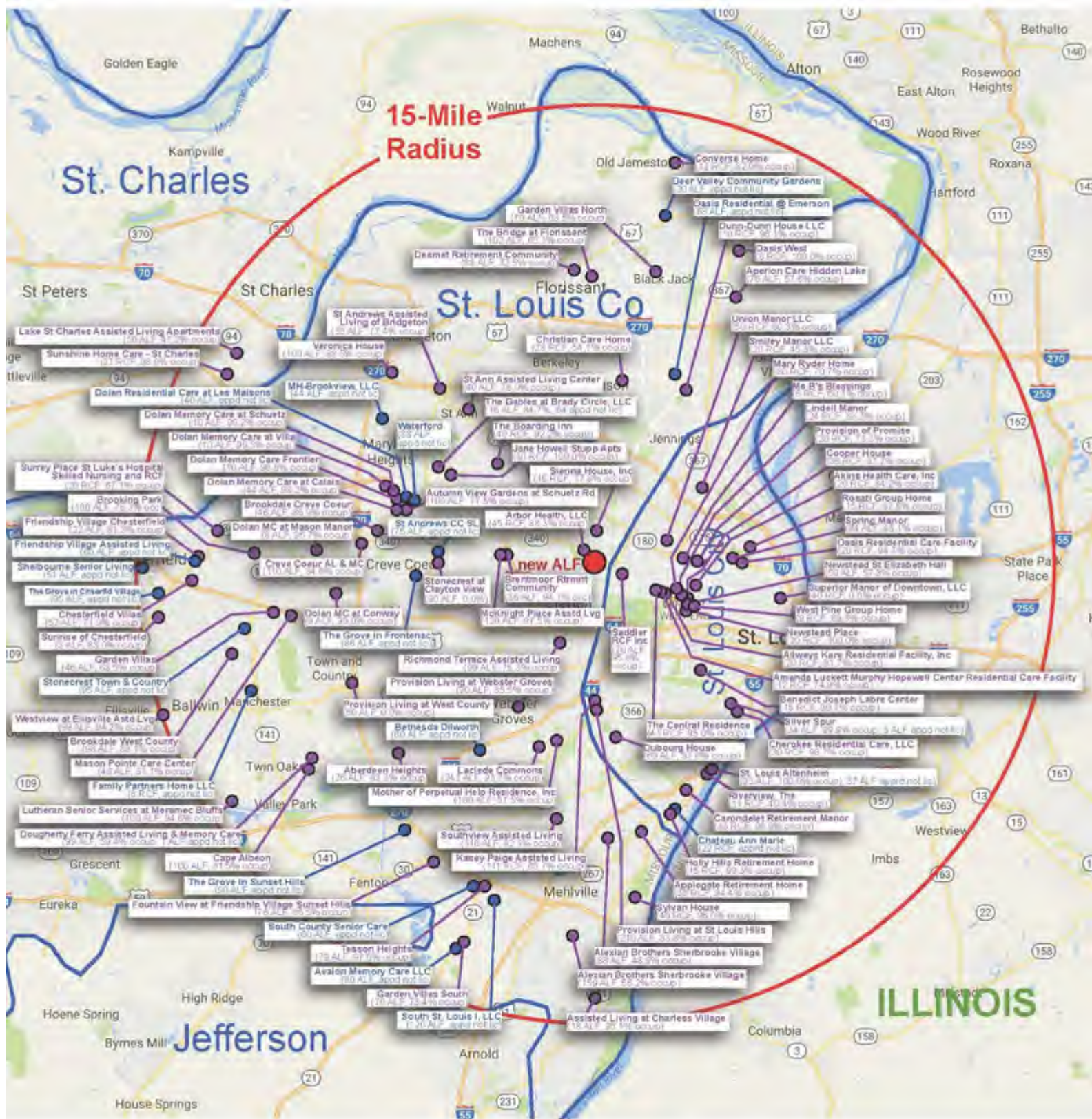
St Louis	Applegate Retirement Home	1204 Telegraph Rd	St Louis	63125	0	38	38	94.4%
St Louis	Sylvan House	30 Sherman Rd	St Louis	63125	0	40	40	96.0%
St Louis	Fountain View at Friendship Village Sunset Hills	12509 Village Circle Drive	St Louis	63127	78	0	78	85.5%
St Louis	The Grove in Sunset Hills	14420-11480 Rott Road	Sunset Hills	63127	90	0	90	0%
St Louis	Avalon Memory Care LLC	5322 Butler Hill Road	St Louis	63128	60	0	60	0%
St Louis	Garden Villas South	13457 Tesson Ferry Road	St Louis	63128	76	0	76	73.4%
St Louis	South County Senior Care	10070 Kennerly Road	St Louis	63128	80	0	80	0%
St Louis	South St. Louis I, LLC	4943 Mattis Road	St Louis	63128	120	0	120	0%
St Louis	Tesson Heights	12335 West Bend Dr	St Louis	63128	79	0	79	97.0%
St Louis	Assisted Living at Charless Village	5943 Telegraph Rd	St Louis	63129	18	0	18	95.1%
St Louis	Nazareth Living Center	#2 Nazareth Lane	St Louis	63129	150	0	150	55.2%
St Louis	Arbor Health, LLC	1004 Pennsylvania	University City	63130	0	45	45	88.3%
St Louis	Provision Living at West County	12826 Daylight Circle	St Louis	63131	60	0	60	0%
St Louis	The Grove in Frontenac	1400 S. Spoede Road & 1396 S. Spoede Road	St Louis	63131	86	0	86	0%
St Louis	Sienna House, Inc	1322 Leroy Ave	St Louis	63133	0	16	16	77.8%
St Louis	Christian Care Home	800 Chambers Rd	Ferguson	63135	0	28	28	54.1%
St Louis	Dunn-Dunn House LLC	2133 Jannette Dr	St Louis	63136	0	10	10	96.1%
St Louis	Oasis Residential @ Emerson	9852-9866 Ventura Drive	St Louis	63136	68	0	68	0%
St Louis	Aperion Care Hidden Lake	11728 Hidden Lake Dr	St Louis	63138	76	0	76	57.6%
St Louis	Oasis West	1916 New Jamestown Rd	St Louis	63138	0	8	8	100.0%
St Louis	Creve Coeur Assisted Living and Memory Care	693 Decker Lane	Creve Coeur	63141	110	0	110	84.6%
St Louis	Dolan Memory Care at Mason Manor	12740 Mason Manor	St Louis	63141	8	0	8	96.7%
St Louis	Dolan Memory Care at Conway	12550 Conway Rd	Creve Coeur	63141	9	0	9	99.0%
St Louis	St Andrew's Creve Coeur Senior Living	450 N. Lindbergh Blvd.	Creve Coeur	63141	75	0	75	0%
St Louis	Stonecrest at Clayton View	8825 Eager Road	St Louis	63144	90	0	90	0%
St Louis	Autumn View Gardens at Schuetz Road	11210 Schuetz Rd	St Louis	63146	100	0	100	77.5%
St Louis	Brockdale Creve Coeur	One New Ballias Place	Creve Coeur	63146	46	0	46	86.9%
St Louis	Dolan Memory Care at Calais	1225 Tennant Rd	St Louis	63146	44	0	44	98.2%
St Louis	Dolan Memory Care at Frontier	11566 Frontier Dr	St Louis	63146	10	0	10	98.8%
St Louis	Dolan Memory Care at Schuetz	1706 Schuetz Rd	St Louis	63146	10	0	10	99.2%
St Louis	Dolan Memory Care at Villa	11550 Villa Dorado	St Louis	63146	10	0	10	99.3%
St Louis	Dolan Residential Care at Les Maisons	1245 Tennant Drive	St Louis	63146	40	0	40	0%
St Louis	Waterford	11286 Schuetz Rd	St Louis	63146	88	0	88	0%
St Charles	Lake St Charles Assisted Living Apartments	45 Honey Locust Ln	St Charles	63303	50	0	50	41.2%
St Charles	Sunshine Home Care - St Charles	618 Hemsath Rd	St Charles	63303	0	27	27	98.9%
<b>TOTAL</b>					<b>4,964</b>	<b>992</b>	<b>5,956</b>	

(information compiled May 23, 2017, based on information acquired from the Department of Health and Senior Services including quarterly licensed (including unavailable beds) occupancy rates for 3Q15 Jul. 1 - Sep. 30, 2015> through 4Q16 <Oct. 1 - Dec. 31, 2016> in right columns. Certificate of Need approved, but not yet licensed, facilities and beds are shown in **bolded-blue** text.



# 15-Mile Service Area for St. Louis 63130 CON RCF/ALF Need Analysis

Attachment 10d

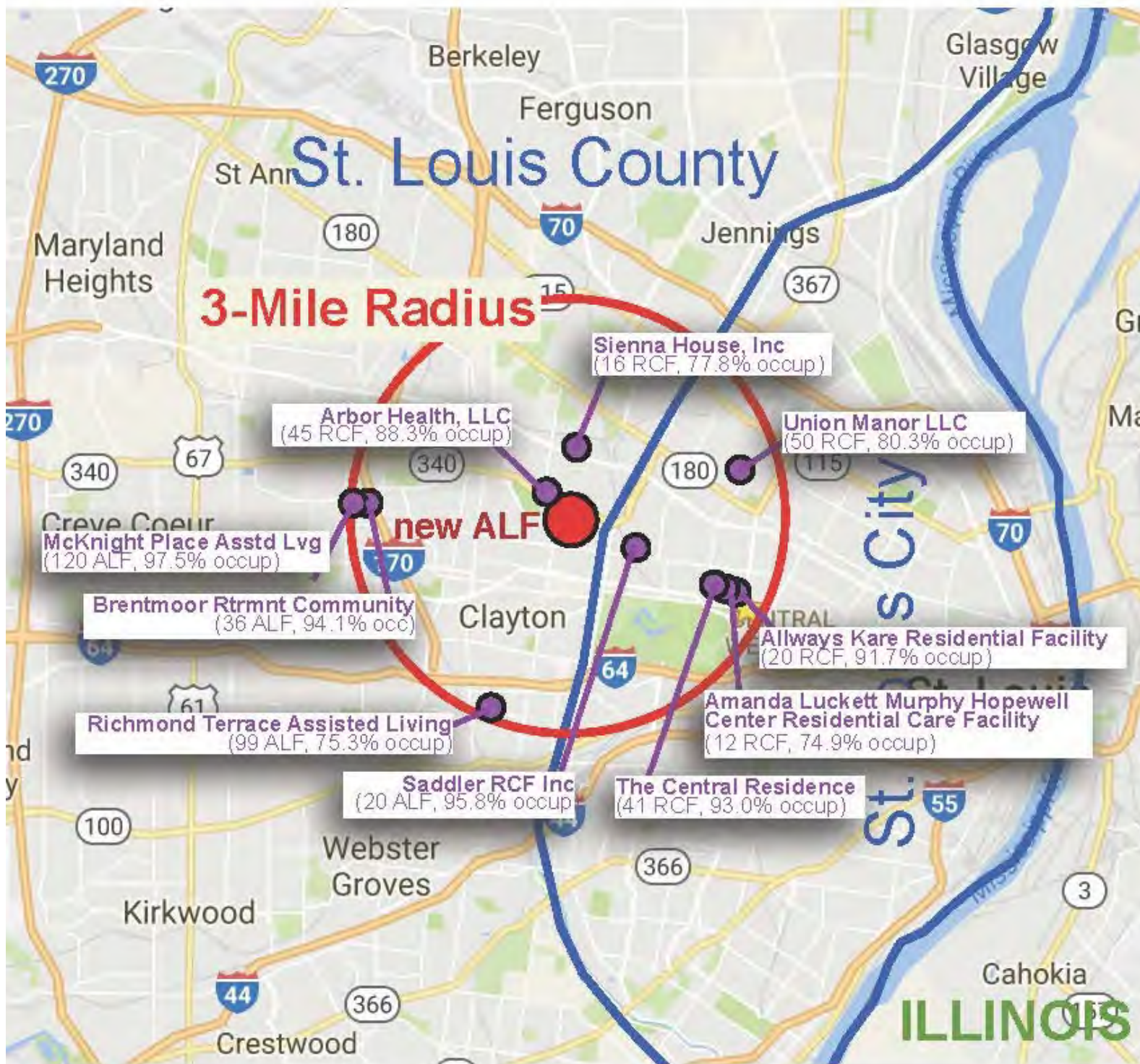


**new University City Assisted Living Facility:**

5,450 RCF/ALF need - 5,956 RCF/ALF supply = 506 RCF/ALF surplus



# 3-Mile Service Area for St. Louis 63130 CON RCF/ALF Need Analysis



**new University City Assisted Living Facility:**  
 625 RCF/ALF need - 459 RCF/ALF supply = 166 RCF/ALF bed need



## Executive Summary

### Market Summary

#### Assisted Living

The following table summarizes the conclusions and implications of our saturation rate analysis.

Assisted Living Saturation Analysis Summary	
<b>Total Demand and Implied Occupancy Calculation</b>	
A. Qualified Demand	Private-pay 509
B. Empirical Equilibrium Saturation Rate Conclusion	40.0%
C. Implied Demand from Primary Market (A x B)	204
D. % of Demand From Primary Market	80.0%
E. Total Market Demand (C + D)	255
F. Total Competitive Supply	228
<b>Excess Demand Calculation</b>	
G. Total Market Demand	Private-pay 255
H. Total Competitive Supply at 95 Percent Occupancy (F x .95)	217
I. Excess Demand (G-H)	38
J. Balanced Supply required to achieve 95 Percent Market Occupancy (E + .95)	268
K. % of Excess Demand (I + J)	17.6%

As presented above, the projected demand for the primary market is greater than the existing supply, indicating insufficient supply or pent-up demand. Total excess demand would be sufficient support the development of 38 units/beds. This is in addition to the subject as it is included in the supply number.

Current market occupancy rates are summarized as follows.

Summary of Competitive Assisted Living Facility Occupancy Rates								
Competitor Name	# of Units/Beds	Market Inclusion	Units/Beds In Market	Fair Market Share	Occupancy Rate	Percent of Market Captured	Penetration Rate	Overall Comparability Rating 1-30
1 St. Andrews Assisted Living of Bri	30	0%	0	0.0%	91.0%	0.0%	0.0%	21
2 The Sarah Community	98	0%	0	0.0%	86.7%	0.0%	0.0%	23
3 Autumn View Gardens	90	0%	0	0.0%	85.0%	0.0%	0.0%	22
4 St. Ann Assisted Living Residence	40	0%	0	0.0%	92.5%	0.0%	0.0%	11
5 The Brentmoor	18	44%	8	5.5%	88.9%	5.5%	99.0%	23
6 Richmond Terrace Retirement Cei	82	41%	34	23.4%	92.0%	24.0%	102.4%	21
7 Laclede Groves-Lutheran Senior S	135	0%	0	0.0%	96.0%	0.0%	0.0%	18
8 Brookdale Creve Coeur	42	0%	0	0.0%	95.0%	0.0%	0.0%	21
9 Creve Coeur Assisted Living and H	66	0%	0	0.0%	92.0%	0.0%	0.0%	24
11 The Gables at Brady Circle	80	0%	0	0.0%	30.0%	0.0%	0.0%	19
12 Provision Living at Webster Grove	62	4%	2	1.5%	91.0%	1.6%	101.3%	22
13 Dubourg House	69	2%	1	1.0%	91.0%	1.0%	101.3%	18
14 Cardinal Carberry Campus	66	0%	0	0.0%	91.0%	0.0%	0.0%	17
15 Secondary Competitors	453	22%	98	68.5%	89.1%	68.0%	99.2%	
Market Totals/Averages	1,331		143	100.0%	89.8%	100.0%	35.9%	
Market High					96.0%	68.0%	102.4%	
Market Low					30.0%	0.0%	0.0%	

Competitive occupancy rates vary greatly -- from 30.0 percent to 96.0 percent with an average of 89.8 percent.



## Memory Care

The following table summarizes the conclusions and implications of our saturation rate analysis.

Memory Care Saturation Analysis Summary	
<b>Total Demand and Implied Occupancy Calculation</b>	
A. Qualified Demand	Private-pay 431
B. Empirical Equilibrium Saturation Rate Conclusion	16.0%
C. Implied Demand from Primary Market (A x B)	69
D. % of Demand From Primary Market	80.0%
E. Total Market Demand (C + D)	86
F. Total Supply	81
<b>Excess Demand Calculation</b>	
G. Total Market Demand	Private-pay 86
H. Total Competitive Supply at 95 Percent Occupancy (F x .95)	77
I. Excess Demand (G-H)	9
J. Balanced Supply required to achieve 95 Percent Market Occupancy (E + .95)	91
K. % of Excess Demand (I + J)	12.0%

As presented above, the projected demand for the primary market is greater than the existing supply, indicating insufficient supply or pent-up demand. Total excess demand would be sufficient support the development of 9 units/beds. This is in addition to the subject as it is included in the supply number.

Current market occupancy rates are summarized as follows.

Summary of Competitive Memory Care Facility Occupancy Rates								
Competitor Name	# of Units/Beds	Market Inclusion	Units/Beds In Market	Fair Market Share	Occupancy Rate	Percent of Market Captured	Penetration Rate	Overall Comparability Rating 1-30
7 Laclede Groves-Lutheran Senior S	61	0%	0	0.0%	100.0%	0.0%	0.0%	18
9 Creve Coeur Assisted Living and I	33	0%	0	0.0%	92.0%	0.0%	0.0%	24
10 Dolan Les Maisons	40	0%	0	0.0%	95.0%	0.0%	0.0%	21
15 Secondary Competitors	60	26%	16	100.0%	95.1%	100.0%	100.0%	
Market Totals/Averages	194		16	100.0%	95.1%	100.0%	100.0%	
Market High					100.0%	100.0%	100.0%	
Market Low					92.0%	0.0%	0.0%	

Competitive occupancy rates vary greatly-- from 92.0 percent to 100.0 percent with an average of 95.1 percent. This suggests that a balance between supply and demand exists in the primary market.

## **DIVIDER IV: Financial Feasibility Criteria and Standards**

## DIVIDER IV: Financial Feasibility Criteria and Standards

Document the following, if applicable:

- 1. Document that the proposed costs per square foot are reasonable when compared to the latest “RS Means Construction Cost data”.**

Actual new construction cost is \$144.99 per square foot (see *Attachment 4c*), which is well below the 3/4 percentile of \$165.77 per square foot for RS Means for the St. Louis area (see *Attachment 11a*).

- 2. Document that sufficient financing is available by providing a letter from a financial institution or an auditors statement indicating that sufficient funds are available.**

A letter of definite interest from the PGIM Real Estate Finance demonstrates strong loan interest, and a letter from Parkside Financial Bank & Trust also confirms that adequate unrestricted funds are available to cover the rest (see *Attachments 11b-c*).

- 3. Provide Service-Specific Revenues and Expenses (Form MO 580-1865) for the latest three (3) years, and projected through three (3) years beyond project completion.**

Since this is a new facility, there is are projections for the full years of 2020 to 2022 (see *Attachment 11d*).



**4. Document how patient charges were derived.**

Charges are based on extensive experience of the Applicant in numerous other long-term care facilities currently in operation in Missouri, and localized for this specific area. The project is scaled appropriately to offer affordable private-pay services.

**5. Document responsiveness to the needs of the medically indigent.**

Because this is a full-function assisted living facility which will not be eligible for public reimbursement such as Medicare or Medicaid, there are other provisions for discounted services. Provisions will be made to allow residents to relocate to more affordable apartments, including the option to share an apartment, and assistance will be provided in securing other benefits to offset rising costs. Third-party providers will be utilized when Medicare or Medicaid services are available per physician order. Residents with limited resources will also be referred to other services who provide indigent care.

Interested persons were also notified of this application via newspaper Public Notice in the June 16, 2017, edition of the St. Louis Post-Dispatch (see *Attachment 11e*).

**6. For a proposed new skilled nursing or intermediate care facility, what percent of your admissions would Medicaid eligible on the first day of admission or become Medicaid eligible within 90 days of admission?**

*(not applicable)*

**7. For an existing skilled nursing or intermediate care facility proposing to add beds, what percent of your admissions is Medicaid eligible on the first day of admission or becomes Medicaid eligible within 90 days of admission?**

*(not applicable)*

## **DIVIDER IV: Attachments**

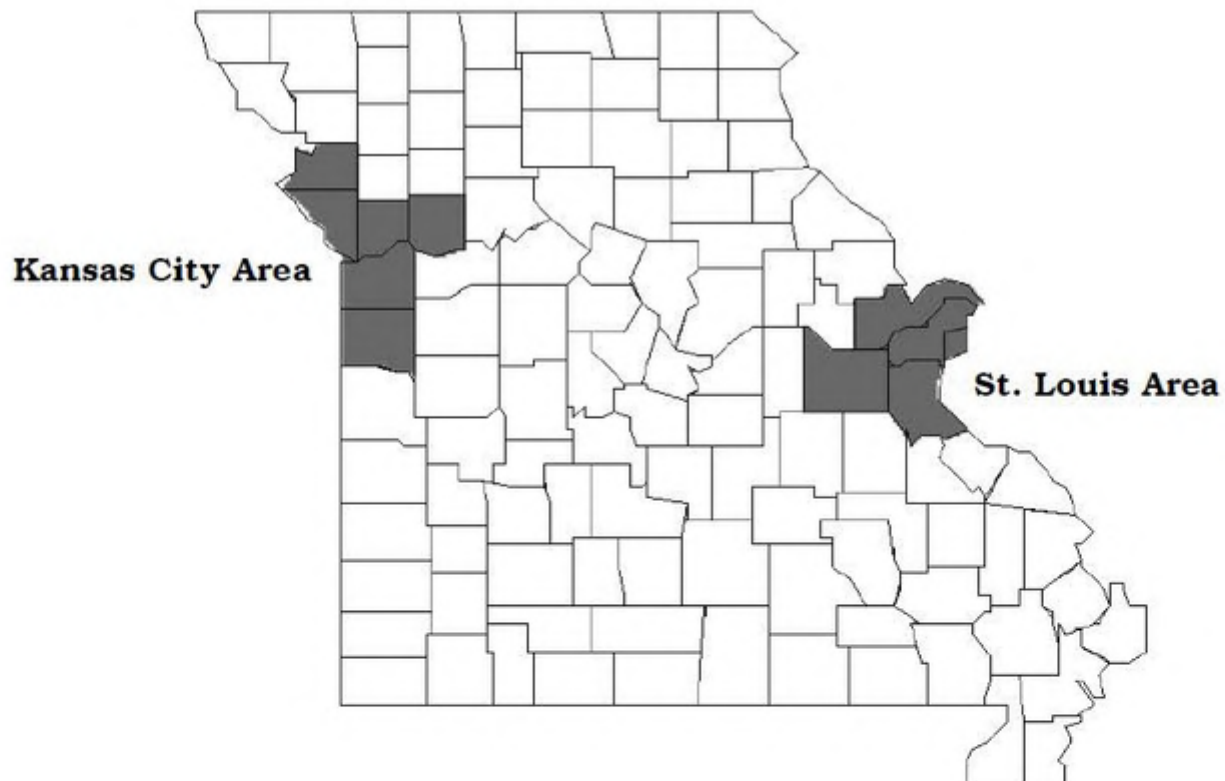
## RS Means Cost Data

### RS Means Cost Data Percentile Limits Total New Construction Project Costs\*

*Source: 2017 RS Means Building Construction Cost Data*

<u>Type of Facility</u>	<u>Percentile</u>	<u>St. Louis</u> <u>Area</u>	<u>Kansas City</u> <u>Area</u>	<u>Other Missouri</u> <u>Area</u>
<b>Hospital</b>	<b>3/4</b>	371.21	374.13	351.86
Cost Per Sq. Ft.	Median	366.12	369.00	347.04
<b>Nursing Home/ Assisted Living Facility**</b>	<b>3/4</b>	165.77	167.08	157.13
Cost Per Sq. Ft.	Median	127.13	128.13	120.50

*\*\*For 2017, nursing homes and assisted living facilities were combined into one cost per square foot.*



\* Renovation costs should not exceed 70% of total new construction project costs.



**Robyn Cunningham**  
Principal

**Adrian Hartman**  
Principal

**Prudential Huntoon Paige**  
7733 Forsyth Blvd., 11<sup>th</sup> Fl.  
Clayton, MO 63105  
Office: (314) 296-6228  
Cell: (618) 531-1839

**Prudential Huntoon Paige**  
7733 Forsyth Blvd., 11<sup>th</sup> Fl.  
Clayton, MO 63105  
Office: (314) 296-6229  
Cell: (314) 566-3404

June 22, 2017

Vito Granata  
Kingsland Walk Development, LLC  
222 S. Central Avenue, Suite 110  
Clayton, MO 63105

Re: Kingsland Walk

Dear Mr. Granata:

Thank you for your interest in Prudential Financial's financing programs for senior housing/healthcare properties. Based on the financial information provided, a formal application for construction and permanent financing is under serious consideration by Prudential for Kingsland Walk under the following terms:

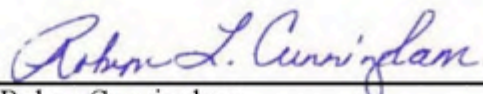
Loan Amount:	\$11,406,700
Loan Type:	Fixed Rate Fully Amortizing; Construction and Permanent
Minimum Debt Service Coverage:	1.45x
Maximum Loan to Cost:	90%
Estimated Interest Rate:	4.00% estimated, to be determined at rate-lock
Construction Loan Term:	Up to two years interest only
Permanent Loan Term:	40 years
Amortization:	40 years
Recourse:	Non-recourse, with standard carve-outs
Loan Security:	First Lien mortgage
Lock-out Provision:	Loan may be locked to prepayment for 1 years from the closing date, thereafter prepayable with 9% premium reducing 1% per year

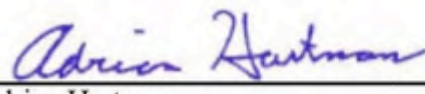
Prudential's commitment to fund the loan is subject to completion of its due diligence, receipt of satisfactory third party reports (market study, appraisal, Phase I environmental and engineering study), and receipt of a firm commitment for mortgage insurance from HUD.

We look forward to working with you on the financing for the construction of Kingsland Walk.

Sincerely yours,

PRUDENTIAL HUNTOON PAIGE ASSOCIATES, LLC

By:   
Robyn Cunningham  
Principal

By:   
Adrian Hartman  
Principal



*Take the Parkside Path*

June 27, 2017

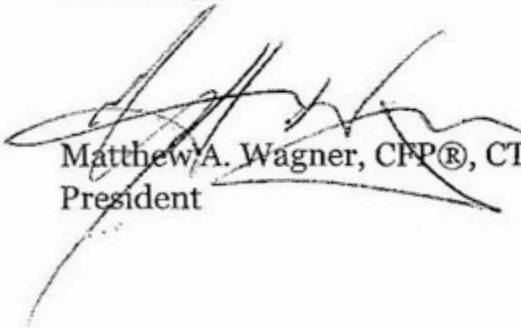
To Whom it May Concern:

RE: Kingsland Walk RE, LLC

This letter is to verify that Tim Gamma is a current client of Parkside Financial Bank and Trust. Tim currently has unrestricted funds available in excess of \$3,226,899.

Should you have any questions regarding this matter, please feel free to contact me at 314.290.8640.

Sincerely,



Matthew A. Wagner, CFP®, CTFA  
President

**SERVICE-SPECIFIC REVENUES AND EXPENSES****Project Title:** Kingsland Walk Senior Living**Project #:** 5489 RS**Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion**

Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.

	<b>Year</b>		
	<u>2020</u>	<u>2021</u>	<u>2022</u>
<b>Amount of Utilization:*</b>	<u>21,900</u>	<u>25,185</u>	<u>25,550</u>
<b>Revenue:</b>			
Average Charge**	<u>\$149</u>	<u>\$149</u>	<u>\$149</u>
Gross Revenue	<u>\$3,263,100</u>	<u>\$3,752,565</u>	<u>\$3,806,950</u>
Revenue Deductions	<u>0</u>	<u>0</u>	<u>0</u>
Operating Revenue	<u>3,263,100</u>	<u>3,752,565</u>	<u>3,806,950</u>
Other Revenue	<u>10,800</u>	<u>12,420</u>	<u>12,420</u>
<b>TOTAL REVENUE</b>	<b><u>\$3,273,900</u></b>	<b><u>\$3,764,985</u></b>	<b><u>\$3,819,370</u></b>
<b>Expenses:</b>			
Direct Expenses			
Salaries	<u>1,533,240</u>	<u>1,513,268</u>	<u>1,509,308</u>
Fees	<u>790,006</u>	<u>828,444</u>	<u>828,444</u>
Supplies	<u>41,852</u>	<u>42,788</u>	<u>42,788</u>
Other	<u>180,866</u>	<u>206,442</u>	<u>207,642</u>
<b>TOTAL DIRECT</b>	<b><u>\$2,545,964</u></b>	<b><u>\$2,590,942</u></b>	<b><u>\$2,588,182</u></b>
Indirect Expenses			
Depreciation	<u>400,452</u>	<u>400,452</u>	<u>400,452</u>
Interest***	<u>675,624</u>	<u>669,157</u>	<u>662,291</u>
Rent/Lease	<u>0</u>	<u>0</u>	<u>0</u>
Overhead****	<u>24,000</u>	<u>24,000</u>	<u>24,000</u>
<b>TOTAL INDIRECT</b>	<b><u>\$1,100,076</u></b>	<b><u>\$1,093,609</u></b>	<b><u>\$1,086,743</u></b>
<b>TOTAL EXPENSES</b>	<b><u>\$3,646,040</u></b>	<b><u>\$3,684,551</u></b>	<b><u>\$3,674,925</u></b>
<b>NET INCOME (LOSS):</b>	<b><u>-\$372,140</u></b>	<b><u>\$80,434</u></b>	<b><u>\$144,445</u></b>

\*Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

\*\*Indicate how the average charge/procedure was calculated.

\*\*\*Only on long term debt, not construction.

\*\*\*\*Indicate how overhead was calculated.





# ST. LOUIS POST-DISPATCH

From: Tanya Lemons [<mailto:TLemons@post-dispatch.com>]  
Sent: Wednesday, June 14, 2017 2:43 PM  
To: Luigi Vigna <[lvigna@integritytitlesolutions.com](mailto:lvigna@integritytitlesolutions.com)>  
Subject: Ad Confirmation - PENDING PAYMENT  
Importance: High

Account Number E023387  
Ad Number 2243831  
Total Ad Cost \$342.97 to publish one time Friday 06/16/17  
Pending Payment.

*Public Notice published in June 16, 2017, edition of Post-Dispatch*

"Kingsland Walk Senior Living plans to establish a 70-bed assisted living facility at 868 Kingsland Ave, University City, MO 63130, pending certificate of need approval of their \$14,633,599 application from the Missouri Health Facilities Review Committee. This application (Proj. No. 5489 RS) will be filed on or before June 30, 2017."

**END of**  
**CERTIFICATE OF NEED APPLICATION**

**Kingsland Walk Senior Living**  
new 70-Bed Assisted Living Facility

**Project #5489 RS**

